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FEED THE FUTURE COMMODITY PRODUCTION AND MARKETING ACTIVITY

QUARTERLY PERFORMANCE REPORT
APRIL – JUNE, 2014



July 2014

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DISCLAIMER

The map displays the administrative boundaries of all 110 districts in Uganda. Major roads are shown as solid black lines. District names are labeled throughout the country. Agricultural production areas are indicated by symbols: brown circles for Beans, green circles for Maize, and orange shaded regions for Coffee. The coffee zones are concentrated in the western part of the country (around Kasese, Bundeligo, and Kabale) and along the eastern border (in districts like Kumi, Busunja, and Iganga). Neighboring countries are labeled: Sudan to the north, DRC to the west, Rwanda to the southwest, and Tanzania and Kenya to the south and east respectively. A scale bar at the bottom indicates distances from 0 to 200 Kilometers.

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LIST OF ACRONYMS

aBi	Agri-Business Initiative Trust
ACE	Area Cooperative Enterprise
BAIDA	Bugiri Agribusiness Institutional Development Agency
CEDO	Community Enterprise Development Organization
CIAT	International Center for Tropical Agriculture
CLA	Collaboration, Learning and Adaptation
CODE	Community Development Enterprise
CQI	Coffee Quality Institute
CWS	Central Washing Station
DAP	Di-ammonium Phosphates
DOP	District Operational Planning
EAC	East African Community
E-Banking	Electronic Banking
FAQ	Fair Average Quality
FICA	Farm Inputs Care Centre Limited
FTF	Feed the Future
GAP	Good Agronomic Practices
GOU	Government of Uganda
Ha	Hectares
IFPRI	International Food Policy Research Institute
KAIDA	Kamuli Agribusiness Institutional Development Agency
KG	Kilograms
MAAIF	Ministry of Agriculture, Animal Industry and Fisheries
MACE	MANYAKABI Area Cooperative Enterprise
ME&L	Monitoring, Evaluation and Learning
MIS	Management Information System
MT	Metric Ton
NAADS	National Agricultural Advisory Services
NALG	Nakisenhe Adult Literacy Group
NASECO	Nalweyo Seed Company
NARO	National Agricultural Research Organization
PCVs	Peace Corps Volunteers
PHH	Post-Harvest Handling
POs	Producer Organizations
REDS	Rural Enterprise Development Services Ltd
SCAA	Specialty Coffee of America Association
TOH	Taste of Harvest
UAP	UAP Insurance Uganda
UCDA	Uganda Coffee Development Authority
UCF	Uganda Coffee Federation
UDB	Uganda Development Bank
UGACOF	Uganda Coffee Limited
UGX	Uganda Shillings
UNBS	Uganda National Bureau of Standards
UNDP	United Nations Development Programme
USAID	United States Agency for International Development
USD	United States Dollar

VA	Village Agent
VARM	Village Agent Retail Model
VC	Value Chain

EXECUTIVE SUMMARY

OVERVIEW

Chemonics International Inc. with our local partner, Rural Enterprise Development Services Ltd. (REDS), is pleased to present the fifth quarterly report for the USAID-funded Uganda Feed the Future (FTF) Commodity Production and Marketing Activity, hereafter referred to as the “Activity.” The objective of the Activity is to achieve a sustainable increase in the production and marketing of high quality maize, beans, and coffee in 34 FTF focus districts. This is will be achieved by: increasing crop productivity, increasing the availability and effectiveness of support services, strengthening inter-actor relationships for more effective movement of products and information between buyers and sellers, and increasing access to domestic, regional, and international competitive markets.

The report covers the period April 1 through June 30, 2014. It provides an overview of activities in each intermediate result area, progress toward achieving benchmarks outlined in the first annual work plan, and any notable successes, challenges and lessons learned. The report also includes a section on program management, which highlights partnerships, environmental compliance, monitoring and evaluation and Activity administration.

In this quarter, the Activity partnered with 30 exporters, 110 traders, 46 cooperatives and 242 additional village agents (VAs), to reach 108,160 farmers in 49 FTF focus districts (an increase from the previous 34 FTF focus districts due to a recent sub-division by the government). To date, the Activity has partnered with 1,352 VAs over the life of the project. Through mentoring and coaching, the Activity continued to progressively facilitate an increase in the knowledge and skills of traders and VAs in order to improve their capacity to provide production and marketing services to small holder farmers. With technical assistance from the Activity, small scale farmers used improved production technologies and management practices to plant a total of 6,524 hectare of maize, 1,457 hectare of beans and 553 hectare of coffee during this quarter.

In addition, farmers realized sales of maize and bean totaling \$1.625 million through traders and VAs in the 49 districts in which the Activity operated this quarter. These sales results are a testament to the fruitful relationships that middle value chain actors are building with smallholder farmers.

Learning sites continued to be important platforms for the introduction of improved technologies and field interface between village agents and farmers. The Longe 7H-IR maize variety from NASECO Seed introduced in the 8 districts infested with the striga weed performed so well that farmers expect a doubling of their yields. Likewise, the introduction of the bio-deposit foliar fertilizer in bean learning sites had impressive results based on the observations and feedback from traders, VAs, and farmers, with farmers anticipating both improved yields and greater marketable surpluses. However, in certain sites the introduction of improved technologies has not yet met the expectations of certain partners with limited interest and or knowledge of the Facilitative Approach, as certain traders, village agents and farming communities still carry a mindset of expecting direct support to make upgrades. The Activity will continue to place emphasis on coaching traders to understand the importance of

identifying and mentoring business-minded VAs to provide services to farmers in order to improve quality and increase crop yield and marketability.

Challenges this quarter also included unpredictable weather patterns which can be attributed to climate change and delayed planting in some areas, while insufficient rainfall led to poor field crop performance. The low volumes produced by small holder farmers dispersed over large production areas and the poor quality of grain handled by the majority of farmers is still a hindrance in enabling them to access competitive markets.

With the aim of improving farmers' resilience to climatic change, the Activity continued to collaborate with Uganda Development Bank (UDB), Jubilee and UAP Insurance to promote various agricultural insurance pilots, weather index-based crop insurance, and peril weather insurance. Additionally, in order to reduce cereal loss due to climate variability, the Activity continues to test the efficiency of the mobile dryers in partnership with the International Food Policy Research Institute (IFPRI). Early tests show that mobile dryers can reduce grain drying time from two weeks to three hours, thereby reducing spoilage that occurs during the drying process due to increasing climate variability.

As this is the penultimate reporting period of the year, the Activity conducted a four-day outcome mapping workshop to gauge early progress using progress markers in the three value chains. During the workshop, the team assessed year one strategies and interventions to construct outcome maps for the targeted value chains and to propose new interventions that may lead to the desired behavior change among value chain actors. Outputs from the workshop included value chain outcome maps and indicators, which provided the team with a road map for implementation and results monitoring, informing the remainder of year one implementation as well as the year two work plan.

The report highlights Activity work during the reporting period and concludes with eight success stories, a first person account, and a case study (see annex III)

1. QUARTERLY HIGHLIGHTS, CLIMATIC CONDITIONS AND PRICES

1.1 QUARTERLY HIGHLIGHTS

1. The Activity continued to partner with 30 exporters/large buyers, 110 traders, 46 farmer cooperatives and 1,352 VAs in 49 districts to work towards increasing crop productivity, increasing the availability and effectiveness of support services, and strengthening inter-actor relationships for more effective movement of products and information between buyers and sellers. This quarter, the Activity focused on coaching traders and VAs on entrepreneurship skill building, good agricultural practices, quality standards and buyer requirements, as well as other market chain support activities to improve the supply network and business development services for 108,363 smallholders farmers.
2. In this reporting period, farmers established an additional 771 learning sites (408 maize, and 263 coffee) with the support and the guidance of traders and VAs, in order to promote adoption of improved production technologies and inputs. As a result, 9,384 new

maize farmers and 2,159 new coffee farmers applied new technologies and management practices.

3. As a result of the promotion of improved technologies by partner traders and VAs through learning sites, small scale farmers established a total of 6,524 hectares of maize, 1,457 hectares of beans and 553 hectares of coffee using improved production technologies and management practices.
4. The rate of adoption of better inputs and technologies resulting from these learning sites is becoming more evident. For example ZAABTA, a farmers' association based in the Ziobwe Township in Luwero district, reported that exposure by the VAs to new, improved bean varieties resulted in the adoption of these varieties by 480 households. In the Eastern region, where Striga weed is a menace, a total of 4000 farmers purchased and used improved Striga seed 7H-IR, testifying to its efficacy during the 62 field days conducted by the Activity's boundary partners and Nalweyo Seed Company (NASECO).
5. Through cost sharing initiatives with companies such as Agro-input Suppliers and Muyengera Metal Works, the Activity introduced two labor-saving technologies this quarter: a motorized pump sprayer for weed control and a mechanized grain cleaner. Compared to the eight hours it currently takes to fill one bag with maize grain using either bare hands or sticks, using a mobile sheller takes only 30 minutes to shell and fill ten bags with maize grain.
6. As a result of linking a group of financiers to beneficiaries, a total of three new micro, small, and medium enterprises (MSMEs) and two farmer groups received loans worth US Dollars (USD) 1.64 million. The loans to farmer groups covered crop production costs, while support to Joseph Initiative was in form of equity financing from DOB Equity of the Netherlands.
7. The Activity created a new public-private partnership with two bean exporters, Capital Reef and Grow More Seeds, resulting in a commitment by the exporters to source 12,000 metric tons of sugar beans from local farmers.
8. In collaboration with UAP and Jubilee Insurance Company, the Activity carried out initial training of 23 VAs as crop inspectors to improve smallholder farmers' access to loans through crop insurance.
9. As a result of Activity support to improve post-harvest handling and storage through boundary partners, smallholder farmers received USD 65,000 in new private sector investment, which enabled farmers to upgrade stores and procure grain shellers.

1.2 OVERVIEW OF CLIMATIC CONDITIONS AND PRICES

The peak of the seasonal rains occurred around mid-April to early May, with reduced levels of rain received during the month of June. Overall, most regions, except parts of western Uganda and Mubende district in central Uganda, received adequate rainfall for crop growth during the reporting period.

Commodity prices remained relatively high due to reduced stock levels, with farm-gate prices of Uganda Shillings (UGX) 550-750 per kilogram (kg) of maize grain and UGX 1,400-1,800. Bean prices started to reduce to UGX 1,000-1,500 per kg towards the end of the reporting period as a result of the new harvest coming to the market. The average farm-gate prices for dried cherry (Kiboko) and Fair Average Quality (FAQ) covering Robusta coffee and Arabica parchment coffee dropped in May (compared to April), but made a slightly recovery in the

month of June 2014. These changes in farm-gate prices reflected similar trends witnessed in the global market.

2. ACCOMPLISHMENTS DURING THE QUARTER

2.1 MAIZE VALUE CHAIN

IR 1: INCREASED CROP PRODUCTIVITY

Sub-IR1.1: Increased Use of Improved Farm Management Practices

During the reporting period, an additional 408 learning sites were established, bringing the cumulative total to 1,258. The sites were managed and coordinated by 60 “middle actors”, including nine Area Cooperative Enterprises (ACEs), eight farmer organizations, 43 traders, and their 696 associated village agents (VAs).

Through these sites, the Activity promoted integrated technologies, including mainstream practices such as application of appropriate and effective fertilizers, particularly Urea, during the active growing phase of the crop; management of common field pests and diseases; weed management; and pre-harvest practices. In addition, traders in the eastern region conducted 62 informal mid-season field days around the 274 fields in six districts to promote the striga-tolerant variety, exposing 4,500 farmers to field performance of the variety and creating demand for the next season.

It was noted that during this quarter, pests and drought onset affected crop growth in the western and central regions. As a result of coaching and mentoring provided by the Activity, the VAs were able to provide farmers with solutions to control maize stalk borer, which consequently resulted in increased sales of approved pesticides such as Cypermethrin by the VAs. Conversely, in some parts of Mubende, Kamwenge and Ibanda districts, the crop was greatly affected by drought before the tasseling stage, which may lead to a reduction in crop yield. To address the reduction in yield due to drought, traders and VAs are advising farmers to adopt climate change resilient adaptations, including use of drought tolerant varieties, such as PH 5052, and early maturing varieties, such as Longe 5.



Mr. H. Musisi with his manager standing inspecting their 250acre maize farm affected by drought in Kattambogo, Mubende district.

The Activity also supported four traders in the central region, Sanyu Investments, Kiyuni United Farmers' Association, Twezimbe ACE and Joseph Initiative, to conduct farmer field days at selected learning sites in order to showcase and promote the use of improved technologies to 2,057 farmers. As a result of the VAs' input sales of maize seed to associated farmers recorded in the last quarter, a total of 6,524 hectares of farmer-owned maize fields were planted using improved seed across all regions.

The Activity continued to provide technical assistance and training on good agricultural practices (GAP) for four youth groups (comprised of 503 youths) in the central region affiliated with Tonga Investments in Mityana district, Sanyu Investments in Mubende district, Kiyuni United Farmers' Company in Kiboga district and Twezimbe ACE in Kyankwanzi district. The youth received coaching on GAP and agro-inputs, and established a

total of 16 learning sites covering 16 acres, providing opportunity to improve maize crop production management skills.

Sub-IR 1.2: Increased Use of High Quality Agricultural Inputs

In order to promote better access for smallholder farmers to improved maize-related inputs, the Activity coached 60 traders and their associated 696 VAs, linked to 54,200 farmers, on product demand and supply chain management in input delivery. The training was carried out in collaboration with four seed companies and five agro dealers, using the 1,258 learning sites, where various technologies were demonstrated, as a means of convincing farmers of the efficacy of such technologies. For example, the striga-tolerant maize variety 7H-IR (Kayongo-go), which was widely introduced in the previous quarter, performed very well in the Busoga sub-region of Eastern Uganda as well as in Western and Northern regions where



Farmers comparing maize from a striga infested field (stunted maize cobs in man's hand) with Hybrid-Longe 7H-IR (large cob held by woman) in Bugiri district

the striga weed is a common problem. The farmers' seed demand for the 2014 B season in the districts of Jinja, Iganga, Bugiri, Kamuli, Namutumba, Tororo, Kasese and Lira is principally for this variety.

As a result of the coaching and exposure of farmers to improved technologies through the learning sites, an increase in demand was registered for inputs such as improved seed, granular fertilizers such as DAP and Urea as well as foliar fertilizers such as Green Sea, Bio-deposit and Polyfeed. 13 of the 60 traders coached have placed orders worth USD 265,000 with six

companies, NASECO Seeds, Pearl Seeds, FICA Seeds, Export Trading Group, Organic Bio-deposit Uganda and Hangzhou, for the 2014B season. The agro-inputs that were most commonly requested included the bio-deposit foliar fertilizer, Longe 10H and 7H-IR maize hybrid seed from NASECO Seed Company.

In order to improve access to genuine inputs, the Activity also collaborated with the Ag-Inputs Activity to link five traders and 88 VAs to five certified and reliable input suppliers within their five districts. The Ag-Inputs Activity facilitated the attendance of three stockists to field days organized by traders and their associated VAs. The stockists utilized the opportunity to discuss their range of products and payment terms. Rama, an inputs dealer in Mbale, and Kambuzi in Iganga are examples of those that have started offering incentives of UGX 500 to VAs for each kilogram of maize seed sold,



Learnings sites like the one above have improved farmer's adoption and access to genuine inputs

which prompted VAs to reach even more farmers with a “door to door” model of agro-inputs delivery service.

During the reporting period, Uganda Development Bank (UDB) approved and disbursed a loan of UGX 359,251,700 to support 363 farmers under Twezimbe ACE in Kiboga district. The loan enabled the procurement of the following inputs: 16,000 kg of DAP fertilizer, 3,700 L of Glyphosate herbicide and 7,130 kg of quality hybrid seed. In addition, Twezimbe ACE signed maize grain supply contracts with three Activity partners, Upland Rice Millers, Cereal World and Investment Group, to serve as buyers.

Sub-IR 1.3: Increased Access to Production Support Services

During the reporting period, the Activity coached and mentored five micro, small and medium enterprises (MSMEs) to prepare loan documents for submission to UDB for production loans and asset finance. Three of the five enterprises, Rural Country Development Organization (RUCODE), BAIDA and Bweyale ACE, applied for loans worth UGX 1,581,750,000, which will benefit 3,277 farmers. KAIDA farmers’ association, with 1,660 farmers, and Bunambutye Agricultural Cooperative Enterprise, with 728 farmers, were also linked to UDB for a preliminary assessment towards receiving financial support for their marketing operations. On the other hand, Gulu Farmers and Produce Dealers Association and Opit & Sons Investment Millers had their loan application files referred for revisiting in September 2014. The Activity facilitated field travel for UDB officials to meet these clients in order to discuss issues related to loans disbursement mechanisms and to offer training on basic credit management. The Activity also supported Joseph Initiative to access an equity loan of USD 1.3 million from DOB Equity Company based in the Netherlands by providing information and documentation on the viability of the Joseph Initiative production and marketing approach in order to help the equity company make an informed business decision.

Together with the Uganda Cooperative Alliance, the Activity facilitated a one day leadership/management and operations seminar for Kaserem ACE board members in Kapchorwa district for the purpose of building their capacity and strengthening the organization. The Activity mentored seven trader partners, including three Area Cooperative Enterprises, Bunambutye, Bukusu and Kaserem in Sironko, Mbale and Kapchorwa districts respectively, to incorporate a savings and credit component. As a result of this mentorship, RUCODE in Kamuli now has savings worth UGX 200 million, which will both enable them to procure quality agro-inputs for the 2014 B season and serve as crop finance to procure the maize grain from members.

Also during the reporting period, the Activity, in collaboration with equipment suppliers such as Global Agro-input Company and Munyegera Metal Works, exposed a total of 462 VAs to labor-saving technologies including motorized sprayer pumps, shellers and cleaners. As a result of this



Women cleaning maize; The Activity creates awareness of a wide range of technologies and techniques that could help women’s labor constraints such as grain cleaners that meet women farmer’s needs

promotion, six traders procured seven mobile shellers and three grain cleaners, while the Activity cost-shared the procurement of an additional ten mobile shellers to improve post-harvest handling of grain. These initiatives by traders resulted in the creation of 70 jobs for youths involved in shelling and cleaning maize grain.

As a means of promoting more production support services to other regions, the Activity assisted three traders from central Uganda, Ssanyu Investments, REWA Grains and Kiyuni United Farmers' Company, in visiting Munyegera Metal Works, a grain cleaner and mobile sheller fabricator based in Mayuge district. This visit exposed the traders to investment opportunities in the provision of production support services, resulting in all three traders making partial payments towards the procurement of mobile shellers.

In collaboration with UAP and Jubilee Insurance Company, the Activity carried out an initial training of Twezimbe ACE members on crop insurance. The executive members, board of directors and the lead field team members were trained on the benefits of multi-peril bean crop insurance. The VAs also had the opportunity to role-play as simple crop inspectors, learning how best to work with insurance companies in order to ensure that farmers are compensated in event of loss of crop. As a result, Twezimbe ACE acquired a production loan of UGX 359,251,700 from UDB, expected to cover 363 farmers in the 2014B season. This loan was covered by Jubilee Insurance Company at an insurance premium rate of 5.5% per season, pegged at a yield guarantee of 70% (using an average yield estimate of 1,600kg per acre) and a set price of UGX 500 per kg.

The table below highlights cumulative achievements by benchmark this quarter as well as over the life of Activity under IR 1.

IR 1 Maize Value Chain Benchmarks and Progress.

Year 1 Benchmarks	Jul 2013 – Mar 2014	Apr - Jun 2014	Cumulative Results
450 VAs coached on use of labor-saving techniques by September 2014	276 VAs trained on use of labor saving technologies	462 VAs coached on the use of labour saving technologies	738 VAs coached on use of labor saving technologies
At least 500 demonstration plots established by March 2014	1,543 learning sites established	408 learning sites established	1951 learning sites established
Entrepreneur skills of at least 450 VAs built by September 2014	696 VAs entrepreneur skills enhanced in provision of production and PHH services	462 VAs entrepreneur skills enhanced in provision of production and PHH services	1158 VAs entrepreneur skills enhanced in provision of production and PHH services
At least 1,000 VAs trained on safe use of agro inputs by April 2014	233 VAs received training on safe use of agro inputs. With the on boarding of the new Ag-inputs specialist, the Activity will be able to improve progress on this benchmark.	A basic training manual for agro inputs use was developed that will be used to roll out these trainings in the next quarter.	233 VAs received training on safe use of agro inputs
NASECO Seed improved seed variety with striga-resistant chemical launched in at least 5 districts by September 2014	NASECO Seed, tolerant to Striga weed launched in 8 districts.	The performance of the striga tolerant variety was highlighted during field days in the 8 districts	NASECO Seed, tolerant to Striga weed launched in 8 districts.

Year 1 Benchmarks	Jul 2013 – Mar 2014	Apr - Jun 2014	Cumulative Results
At least 450 VAs providing extra services to farmers by September 2014	669 VAs providing extension services other production services to farmers.	27 additional VAs providing extension and other extra production services to farmers.	696 VAs providing extension and other extra production services to farmers.
At least 10 enterprises linked to a financial institution by September 2014	20 enterprises linked to financial institutions	1 enterprise accessing production credit facilities from Uganda Development Bank limited 6 additional enterprises have been linked to Uganda Development Bank for production for season B 2014 linked to financial services	27 enterprises linked to financial institutions
450 VAs coached on use of labor-saving techniques by September 2014	276 VAs trained on use of labor saving technologies	462 VAs coached on the use labour saving technologies	738 VAs coached on use of labor saving technologies

IR 2. INCREASED ACCESS TO COMPETITIVE MARKETS

Sub-IR 2.1: Improved Market Linkages During this reporting period, through a cost-share arrangement, the Activity facilitated the participation of 57 maize traders from the eastern and central regions in four business-to-business meetings held in Jinja at the Upland Rice Millers premises. The main purpose of these meetings was to foster business collaboration among the traders and to find ways of supplying quality grain to potential off-takers both in the Ugandan and Kenyan markets. During these meetings, the traders toured Upland Rice Millers' modern grain and cereal processing facilities with a 3,000 metric ton (MT) storage capacity, and a seven MT per hour cleaning and drying plant. Experiences and practices in storage, transportation and other aspects of post-harvest handling for high grain quality were discussed. As a result of these meetings, 54 traders committed to supply 80,000 MT to support Upland Rice Millers' fulfillment of a 90,000 MT contract with a Kenyan buyer.



David Kissa- the CEO of KACOFA shares quality tips with fellow trader participants during a business-to-business meeting in Jinja.

Five traders in Western Uganda, Manyakabi ACE, CODE, Kigarama Cooperative Society, Kamwenge Community Development Project and Kakinga Millers, as well as Joseph Initiative from Masindi in mid-western Uganda, who were linked to Farmgain Africa in last reporting quarter utilized the information to improve their access to new markets and make informed decisions concerning their maize trade. Through these linkage meetings, the Activity has witnessed improved collaboration between traders in an effort to meet market demands. CODE in Kasese accessed milling services from Tonga Investments in Mityana to

meet an order from Uganda Breweries for 600 MT of Grade 1 maize. In addition, Joseph initiative sold 884 MT of EAC Grade 2 maize to Kenya.

In the northern region, the Activity teamed up with the District Commercial Officer, District Production Officer and traders in Kiryandongo district to address the issue of grain quality. The Activity participated in meetings organized by an Activity partner trader, Habib of Dii Cwinyi, and the District Commercial Officer that drew in all the grain traders of Kiryandongo district. The traders subsequently formed working groups to address the issue of grain quality in the district. The Kiryandongo district local government drafted a bylaw to penalize traders within, as well as those from outside the district, who buy grain irrespective of the quality. This bylaw is currently in the process of passing in the district council.. This will provide an opportunity for quality-conscious traders to offer farmers differentiated prices for good quality grain. Enforcement of the bylaw by local authorities and the grain trade itself will go a long way to reinforce the need for quality grain handling from the farm household level all through the value chain.

Sub-IR 2.2: Increased Access to Market Support Services

During the reporting period, Joseph Initiative, in a cost sharing agreement with the Activity, received cleaning and bagging equipment worth USD 140,344. This equipment supported the completion of an integrated drying, cleaning, grading and bagging grain handling system installed by the company, and will enable Joseph Initiative to increase their grain handling capacity and provide farmers with better storage and processing services.

Sub-IR 2.3: Improved Post-Harvest Handling

Other topics covered in the coaching and mentoring of 44 traders and 462 VAs during this reporting period included improved post-harvest handling, which covered pre-harvest preparations, timely harvest, proper drying of the maize grain, shelling, threshing and cleaning, as well as proper storage.

The Activity, in collaboration with the Enabling Environment for Agriculture Activity and other stakeholders, also embarked on an exercise of developing East Africa Standards dissemination materials. In collaboration with the Field of Hope Ministries, the Activity supported 29 village agents to participate in training on quality standards in Lira.

The table below highlights cumulative achievements by benchmark over the life of the Activity under the IR 2.



Some of the promoted affordable drying Apparatuses promoted at the farmer field days in Bugiri District

IR 2 Maize Value Chain Benchmarks and Progress

Year 1 Benchmarks	Jul 2013– Mar 2014	Apr - Jun 2014	Cumulative Results
At least 4 events on sensitization of EAC maize quality standard conducted by September 2014	3 events provided a platform for sensitization of EAC maize quality standards.	1 events provided a platform for sensitization of EAC maize quality standards	4 events provided a platform for sensitization of EAC maize quality standards.
At least 2 schemes with financial products and services developed by September 2014	1 Solidarity group loan scheme developed.	No new loan scheme developed this quarter,	1 Solidarity group loan scheme developed.
At least 2 enterprises facilitated to access promoted post-harvest handling equipment by September 2014	5 enterprises facilitated to access mobile shelling equipment	1 enterprise facilitated to obtain a cleaning and bagging equipment 6 enterprises supported to procure mobile grain shellers	12 enterprises facilitated to access mobile shelling equipment
At least 50 youth using post-harvest equipment to generate income by September 2014	38 youths using mobile shellers to generate income.	4 additional youths using mobile shellers to generate income.	42 youths using post-harvest equipment to generate income.
At least 10 businesses assisted to develop business plans to increase access to loans by September 2014.	2 businesses assisted to develop business plans	2 businesses assisted to develop business plans to access credit from UDB	4 businesses assisted to develop business plans

2.2 BEANS VALUE CHAIN

IR 1. INCREASED CROP PRODUCTIVITY

Sub-IR 1.1: Increased Use of Improved Farm Management Practices

During this quarter, 35 traders and 194 village agents (VAs) focused on managing the previously established 434 learning sites (one half acre per site). The traders and VAs were trained on improved farm management practices, knowledge management and skills transfer, engaging farmers on proper spacing, disease and pest control, timely weeding and post-harvest handling. The Activity also trained traders and VAs on identification, management and control of common bean pests like aphids and cut worms, and diseases such as bean root rots that often manifest in low fertility and low moisture soils. Beans were generally affected by heavy rainfall in several districts, which led to relatively heavy disease and pest pressure. At the learning sites, VAs were able to expose 8,556 new farmers to improved bean production technologies, supported by extension and communication materials.

Over 150 acres of land at the farmer level were identified for NABE 12C, NABE 15 and NABE 17 bean foundation seed production by 30 of 80 producer organizations (POs) under Bukusu Area Cooperative Enterprise, with a total membership of 2,000 farmers in the 2014B season. Although the cooperative enterprise has been involved in growing various types of beans varieties, the Activity guided them to focus on growing specific, improved bean

varieties that have higher productivity, disease and pest tolerance, and greater marketability. Linkages were also made with Pearl Seeds and Grow More Seed companies to enter into contractual agreements with Bukusu ACE, in order to produce and supply part of their seed requirements in subsequent production seasons. The Activity linked Joseph Assimwe, the Chairperson of Kyazanga Area Cooperative, an established beans seed producer in Masaka district, with the management of Bukusu ACE to provide business entrepreneurial and basic technical guidelines.

The Activity promoted NABE 15, NABE 1 and NABE 17 drought, disease tolerant and early maturing bean varieties among farmers in central, northern, eastern and western Uganda as a way of mitigating climatic change effects on beans production. Not only do alterations in climate or weather influence the productivity of crops, but they also indirectly affect biotic factors such as diseases, pests, vectors and weeds thereby creating conditions that either favor or impede the growth of beans. Many local bean varieties do not respond well to periods of aridity and are particularly susceptible to post-harvest losses from increased moisture. Promoting improved bean varieties and good agronomic practices enables bean production to adapt to higher “dry season” moisture. In addition to providing improved access to inputs in the form of new bean varieties and training on better management techniques, the Activity is strengthening the capacity of traders, VAs and farmers to experiment with new ideas through learning sites and adapt them to local environmental and social conditions.

The Activity promoted improved bean varieties as an intercrop in coffee this quarter to encourage pruning and stumping, and to reduce the practice of harvesting green cherries in



NABE1 Beans Intercrop in a coffee garden under GAP in Bazukulubambogo in Rakai district

the districts of Zombo, Mbale, Sironko, Kamuli, Mukono Masaka and Rakai. The Activity, through its 17 coffee trader partners and 81 VAs, promoted the benefits of coffee/bean intercrop to coffee farmers. For example, Okumu, a coffee trader in Zombo district, worked with his 11 VAs to incorporate beans (both climbing and bush beans varieties) into their business model. Mr. Okumo's plan is to scale up beans production in Zombo district and tap into existing market opportunities in the West Nile area.

Several marketable varieties, such as NABE 1, NABE 4, NABE 15, NABE 17, and NABE

12C, are gaining popularity. However, the most popular variety is the climbing bean, NABE 12C, which, because of its high yield, has attracted many farmers, including those around Tonga Investment learning sites in the Kisaana, Busimbi and Dundu villages in Mityana district. The same adoption pattern was observed in Zirobwe, Kapchorwa, Mbale, Sironko Lira, Gulu, Oyam and Zombo districts. During the 2014A pre-season planting, VAs promoted affordable small bean seed packs of 1-2kg to their associated farmers, which contributed to NABE 12C popularity and subsequent demand. Smallholder farmers saw climbing beans as a significant contribution to both household income and food security, notwithstanding the challenge of staking during the quarter. Buhugu Cooperative Society (Sironko) and Bukusu

Area Cooperative (Manafwa) mobilized 800 farmers to engage in the production of the NABE 12C bean variety.

Learning sites continue to serve as a platform to expose women farmers to quality inputs and their proper uses. During the reporting period, 24 female traders and women's groups were identified and supported to establish 68 women-led beans learning sites including; Eastern Beans Producers in Sironko district, a women's group headed by Susan Namabi under KAIDA in Kamuli district, Bukinda Women's Group in Kabale district, Kamwenge Tukorere Hamwe, under Community Enterprise Development Organization in Kamwenge district, Bala Women Group in Kileleshwa district and Hunger Alert in Gulu district.

Utilizing seed generated from the learning sites in the 2013B season, some traders independently established new sites, including ZAABTA in Luwero district and Munyankabi ACE in Isingiro district. Kiyuni United Farmers Company in Kiboga and Sanyu Investment in Mubende invested in new seed and established a total of 43 learning sites under their VAs, covering a total of 22 acres, which reflected an increased level of the traders' buy-in.

The Activity also developed beans variety posters to guide the traders and their VAs on the different variety characteristics. The United Nations Development Programme (UNDP) and National Agricultural Research Organization (NARO) leaflets on simple beans value chain analysis and optimization of smallholder returns to fertilizer use were distributed to supplement information guides for the traders and their VAs. Targeting 35 traders and 194 VAs, the leaflets and posters helped create awareness for single variety production and handling that is of value in competitive markets.

The Activity maintained its collaboration with suppliers of labor saving technologies like that of the automated electric spray pumps. Six VAs from Kisoro, Bushenyi and Isingiro districts were able to access six pumps, and provided spraying services for which they charged UGX 10,000 - 15,000 to cover an acre, when a farmer purchased her/his own chemicals. This was an interesting business opportunity that motivated other traders and VAs to make business enquires with the supplier (Global Agro Input dealer) to increase supply of spray pumps. 20 VAs showed an interest by placing their orders with the supplier. Traders involved in this activity include Fred Mutaka and KAIDA in Jinja and Kamuli districts respectively. Herbicide application was also carried out by VAs of Nakisenhe Adult Literacy Group (NALG) in Iganga district, while BAIDA farmers' association, Fed Mutaka, and KAIDA farmers' association provided grain and storage drying facilities to their VAs and associated farmers. In Kamuli district, KAIDA farmers' association stocked over six rolls of tarpaulin in response to orders submitted by farmers, through the VAs, for improvements in post-harvest handling at the farm household level.



Balton representative (center) explaining the performance of a motorized knapsack sprayer to two farmers from the eastern region during promotion of their products.

Sub-IR 1.2: Increased Use of High Quality Agricultural Inputs

Observations, field visits, and interactions with farmers, traders and VAs show that appropriate use of foliar fertilizers, such as Bio-deposit, and use of good quality seed of improved bean varieties enhanced yields for common beans in target districts. In Bukusu-Manafwa district, the average number of pods observed on the climbing beans variety NABE 12C, in fields established by farmers that are supported by VAs, was 60, as opposed to an average of 44 pods from research settings. The foliar fertilizer bio-deposit preferred by most bean farmers is relatively affordable for smallholder farmers (4 sachets of 12ml each that cover one half acre of land cost merely USD 12).

Utilizing the skills obtained during pre-season planning meetings, 35 traders and 194 VAs were able to leverage learning sites conducted in the 2013B and 2014A seasons in order to create awareness on the use of improved bean varieties and foliar fertilizers. The Activity strengthened business linkages to suppliers of these fertilizers through the Village Agent Retail Model (VARM) to enhance their availability to traders, VAs and their associated farmers. 89 VAs requested assistance with business linkages and were able to source and stock a total of 6.2 MT (worth USD 10,400) of improved bean seed varieties (NABE 15, NABE 12C, NABE 4 and NABE 17) for the upcoming 2014B growing season. Approximately 6,764 farmers were exposed to the use of various improved seed varieties and foliar fertilizers in Sironko, Kapchorwa, Lira, Kileleshwa, Bugiri, Jinja, Oyam, Kamwenge, Kabale, Kasese and Isingiro districts.

ZAABTA, a farmers' association based in the Zirombe township in Luero district reported that the impact of exposure to new improved bean varieties in Zirombe sub-county is reflected in the number of households that have adopted improved bean growing through support of their VAs, especially those who were able to access seed generated in the previous season. Lutaya Dawuda, a contact VA of the association, affirmed that 480 households out of an estimated 4,700 that make up eight parishes of Zirombe sub-county had taken up the utilization of improved bean production technologies with improved bean seed obtained from the previous season. "This adoption is likely to increase if more exposure is undertaken in the area," noted Dawuda.

The Activity, in collaboration with the Ag-Inputs Activity, reinforced business to business linkages between traders and stockists from NASECO, Pearl Seed Company and foliar fertilizer companies on modalities for early delivery and payment. To reinforce availability of quality seed and fertilizer in the western region, Kamwenge Tukorere Hamwe Group in Kamwenge district received training on improved bean seed production to improve their niche experience in seed production. They were also linked to NASECO to supply NABE 15, NABE 4 and K132 bean seed. Kisoro Emporium and Bukinda Women's Group in Kabale district were coached to identify ten suitable women groups to receive trainings that will enable them to engage in bean seed production in the 2014B season.

The Activity facilitated transactions of a total value of over 8 MT, worth USD 12,800 of bean seeds, through five trader partners and six input dealers/stockists in the eastern region for production in the 2014A season. 1,600 farmers were directly impacted through the sale of beans by the VAs. The input dealers/stockists are target firms of the Ag-Inputs Activity, which also helped to foster inter-Activity collaboration. Patida in Sironko, and El-Shadai and RAMA in Mbale supplied seeds and other inputs to Bunambutye cooperative, Eastern bean seeds producers, Mutufu Integrated Farmers' Association, and other traders in Mbale, while

Sukura and Kambuzi in Iganga supplied seeds to NALG farmers' association. These were facilitated through business meetings organized in collaboration with the Ag-Inputs Activity, where input dealers and traders/VAs were able to interact and showcase their products.

Additionally, in the eastern region, Mutaka Fred a trader in Jinja district, BAIDA farmers' association in Bugiri district and KAIDA farmers' association in Kamuli district were involved in the purchase of a total of 2.8 MT of seeds worth USD 4,480 directly from seed companies. Through the 12 VAs of Fred Mutaka and BAIDA, the traders were able to sell these inputs to 560 bean farmers. Kaserem cooperative in Kapchorwa district purchased 1 MT of bean seeds worth USD 1,600 dollars from Pearl Seeds and sold them to 200 farmers/members, while Sande Herbert, a VA under Kiteredde Investments in Mubende district, bought 860 kg of bean seed worth USD 1,376 from FICA Seeds and sold to 172 farmers from Kitumbi ACE in Kabusene, Mubende district.

Additionally, the Activity supported Joseph Initiative, which introduced beans in its operations this quarter, to establish partnerships with agro input dealers in conducting input promotional events, such as farmer field days, from the 4th through the 18th of June, 2014 at different Joseph Initiative bulking centers. Among the agro-input dealers that participated were NASECO, FICA seeds, Balton, Evergreen, Bayer EA, Hanzhou and Crop Care Center. These events provided an opportunity for input suppliers to receive feedback from VAs and farmers.

Sub-IR 1.3: Increased Access to Production Support Services

The Activity assisted Kyazanga Area Cooperative Society, a bean seed producing cooperative, to access a production loan of USD 80,000 from UDB to help increase production of seed during season 2014A. With this loan, they were able to purchase 6MT of bean seed worth USD 12,000, hire a tractor at USD 48 per acre for 50 members, and procure fertilizers in the amount of USD 9,600. The total harvest was 80 MT of bean seed worth USD 96,000. Kyazanga cooperative is one of the two seed producing companies in the Masaka region that have boosted access to improved bean seed varieties in the area. By facilitating increased seed production by companies/farmers associations and groups, the Activity will promote increased access for farmers to quality improved bean seed, a key ingredient to overall improved bean productivity and output.

The Activity, in collaboration with UAP Insurance Company, initiated training of 16 Kyazanga Farmers' Cooperative members on crop insurance in Masaka district on 21st May, 2014. The executive members, board of directors and the lead field team members were trained on the benefits of multi-peril bean crop insurance. The VAs were also exposed to the role of simple crop inspectors to demonstrate how best to work with insurance companies to ensure that farmers are compensated in event of loss of crop. This pilot exercise resulted in Kyazanga Farmers' Cooperative accessing a production loan from the UDB and insurance coverage from UAP Insurance for farmers' expected yield for the 2014 B season at a premium rate of 7.5% per season.

Five new enterprises, including Bukusu ACE in Manafa district, Bunambutye ACE in Sironko district, BAIDA in Bugiri district, RUCODE in Kamuli district and Dokolo ACE in Dokolo district, were linked to UDB for production finance of the 2014B season. Bukusu ACE is preparing loan request documents for USD 140,000 as production credit to support 90 farmers in starting extensive bean seed production in the 2014B season. Bweyale ACE was also linked to UDB for asset finance of a tractor and accompanying equipment, in the amount of USD 103,500 to support 1,026 maize and beans farmers in Kiryandongo district. Bunambutye ACE and Dokolo ACE are still in the process of gathering the previous seasons' production data to inform their decision on the loan amount to request for production activities of the 2015A season.



Beneficiaries; crop insurance schemes help smallholder farmers increase their business profits and enable them to become more competitive.

The Activity also linked three new enterprises, Peak Value Industries Ltd in Mukono district, CODE-Conservation and Development Uganda in Kasese district and REWA Grains in Mukono district, to Pearl capital partner for possible equity finance.

The table below highlights cumulative achievements by benchmark over the life of the Activity under the IR 1.

IR 1 Beans Value Chain Benchmarks and Progress

Year 1 Benchmarks	Jul 2013 - Mar 2014	Apr - Jun 2014	Cumulative Results
At least 14 traders trained on knowledge and skills transfer methods by December 2013.	A total of 64 traders trained on basic knowledge and skills transfers.	35 traders trained on basic knowledge and skills transfers.	A total of 99 traders trained on basic knowledge and skills transfers
At least 150 village agents trained on farm management practices by September 2014.	A total of 387 village agents trained on improved farm management practices.	194 village Agents trained on improved farm management practices	A total of 581 village agents trained on improved farm management practices
At least 1,005 learning sites established by September 2014.	A total of 884 beans learning sites established of which 520 learning sites are hosted by women.	434 learning sites established	1,318 beans learning sites established of which 676 learning sites are hosted by women
At least 10,000 women exposed to improved bean technologies by September 2014.	A total of 18,022 women farmers of 33,836 bean farmers exposed to improved technologies	8556 women farmers of 42,392 bean farmers exposed to improved technologies	A total of 8556 women farmers of 42,392 bean farmers exposed to improved technologies
At least 50 women community based seed producers linked to seed companies by September 2014.	20 women-led seed producers linked to 5 seed companies.	6 women-led seed producers linked to 5 seed companies	26 women-led seed producers linked to 5 seed companies

Year 1 Benchmarks	Jul 2013 - Mar 2014	Apr - Jun 2014	Cumulative Results
At least 50 village agents involved in input retail by September 2014	A total of 45 village agents involved in bean seed retail.	70 village agents involved in bean seed retail.	115 village agents involved in bean seed retail.
At least 50 youths providing production services to farmers by September 2014.	A total 28 youths providing production services to farmers.	12 youth provided planting and spraying services	40 youth provided planting and spraying services
At least 30,000 farmers trained on available production support services by September 2014.	A total 13,500 farmers sensitized through the various VA meetings and trainings organized.	22,056 farmers sensitized through the various VA meetings and trainings organized.	35,566 farmers sensitized through the various VA meetings and trainings organized.
At least 2500 farmers accessing weather index insurance by September 2014	No farmer accessing weather index. Discussions are ongoing between insurance firms and interested companies	Discussions are ongoing between insurance firms and interested companies- Jubilee, UAP insurance	Discussions are ongoing between insurance firms and interested companies- Jubilee, UAP insurance

IR 2. INCREASED ACCESS TO COMPETITIVE MARKETS

Sub-IR 2.1: Improved Market Linkages

A total 581 VAs bought beans grain worth USD 17,430 between May and June 2014. Approximately 99 traders dealt directly or indirectly with 581 VAs in output trading, production support services, training farmers on good agronomic practices and post-harvest handling.

A new partnership was forged with the Joseph Initiative in Masindi district as they sought to diversify from dealing exclusively with maize into the production and marketing of beans. Joseph Initiative has already established structures that promote the production and marketing of quality maize grain, so four bean learning sites of NABE 1 were set up to assess its performance and provide an opportunity to VAs and farmers to become familiar with climbing beans management practices.

Demonstrating progress under the “better than cash initiative,” Kamwenge Tukorere Hamwe group- Kamwenge, Katerera ACE – Bushenyi and Green farm Africa -Kabale made two e-payments, each worth USD 9,000, which reduced overhead and facilitated quicker transactions. Green Farm Africa which trades in inputs such as fertilizers, bean seed, and other chemicals, opened up e-payments with its VAs. This cultivated greater trust in their business relationships, which is expected to enhance business collaboration.

The Activity supported CEDO Seed Company based in Rakai district to exhibit their products



CEDO team setting up their booth in preparation for the crowd expected at the Lwengo Economic Summit

and transfer knowledge to over 1,000 participants at a four day event, from May 28th through May-31st. The Lwengo District Economic Summit, opened by the President of Uganda and attended by the Vice President, Minister of Agriculture, members of parliament, private sector operators, farmers and local leaders, attracted a number of different enterprises ranging from input suppliers,

farmers, manufacturers and fabricators who showcased their products in an effort to tap into new market opportunities. CEDO exhibited bean seed varieties, bean based products, and a climbing beans garden, which was of great interest to participants who frequented the CEDO exhibition area. The summit increased the visibility of this Activity partner, leading to several business inquiries. CEDO has bulked 88 MT of bean seed, worth USD 123,200, for sale during season B.

Private sector partnerships were formed between the Activity and both Capita Reef and Grow More Seed in order to improve the competitiveness of the bean export. The Activity understands the major constraints that both exporters are facing, and through traders and VAs, has set up seed multiplication units to improve the supply of single color beans grain. The exporters then provide market access through signing formal contracts with traders to purchase a certain quantity and quality of beans from the traders.

The Activity facilitated the formation of eight business to business linkages in order to improve the supply chain to meet the growing demand for quality exportable bean varieties (NABE 5, NABE 4 and NABE 12C). These include: CODE-Capital Reef, CODE-Grow More Seed, Kyazanga ACE-NARO, CODE-Kilimo Trust, Bunambutye ACE-Kilimo Trust, Mutufu Integrated Traders-Kilimo Trust, CEDO-Farmer Groups and COMQUEST-Capital Reef. The Activity collaborated with Kilimo Trust to support Bunambutye Area Cooperative, Eastern Beans, and Mutufu Integrated Farmers Association in Sironko district in accessing off-takers such as Busia produce buyers.

Bunambutye Area Cooperative Enterprise (ACE) was linked to Busia produce buyers, which offered to buy grains from ACE after a tour of the cooperative's field production area. The off-takers placed emphasis on the need for good post-harvest handling practices at the farmer level and at bulking points with the cooperative, which reinforced a similar message from the Activity field staff.

Capital Reef, a major bean buyer, was engaged by the Activity to buy grain from reliable bean traders. Capital Reef signed a contract to, over the next two years, buy 2000 MT of NABE 5 variety from COMQUEST, an Activity trader partner based in Kampala. The Activity will support the seed multiplication and grain production of this variety in subsequent seasons. Guaranteed markets for beans will drive the industry forward as it is expected to provide backward flow of industry market requirements through traders and VAs.

During the reporting period, the Activity facilitated the establishment of linkages and contracts between Capital Reef, Grow More Seeds and CODE for the supply of 150 MT of NABE 4 and NABE 5. The Activity, in collaboration with Kilimo Trust, also facilitated linkages between Kitumbi ACE and CODE as an off-taker in Kabusenene Mubende district. More traders linked to Ssanyu Investments in Mubende district were also linked to CODE as



B2B Meeting; Eseza Musoki of CODE based in Kasese district speaking to members of Kitumbi ACE during a market linkage visit in Mubende District

off-takers. Kiteredde Investments was able to buy 200 MT of bean grain worth USD 88,000 of from its members.

Sub-IR 2.2: Increased Access to Market Support Services.

The Activity, in partnership with CEDO, Sanyu Investments and Twezimbe ACE disseminated up-to-date agricultural market information, thereby promoting access to smallholder farmers. The Activity regularly received updated weekly market information from Farmgain and relayed it to these partners, who in turn analyzed it by comparing it with market information from their local markets. The market information was disseminated to small-scale farmers in Mubende, Kiboga, Masaka, Lwengo, Rakai, and Lyatonde, Sembabule districts through strategically placed information notice boards and SMS messages to VAs. A total of 5,268 farmers were reached directly with the market information. CEDO additionally reached a mass audience of farmers in the Masaka/Mpigi district areas through a HarvestPlus funded weekly radio program. CODE Uganda and Manyakabi Area Cooperative Enterprise (MACE), who in total reach 10,400 farmers in Kasese and Isingiro districts, received market information directly from Farmgain Africa on different market prices for various commodities. This information was utilized by the traders and VAs to make informed decisions about when to produce and buy beans from farmers and also for tracking trends in the market. The traders were able to increase their volumes from bulking/VAs as a result of coordinated information on prices in different markets. This reduced the tendency of speculative bulking by agents in anticipation of higher prices elsewhere.

Sub-IR 2.3: Improved Post-Harvest Handling

The Activity conducted training on post-harvest handling, crop conditioning and storage in eastern, western, central and the northern regions. A total of 35 traders and 194 VAs linked to 14,744 farmers were coached and mentored in the management of quality beans at both harvest, and at post-harvest stages. The purpose of the coaching was to enable traders, VAs and their farmers to appreciate quality requirements for beans. Emphasis was placed on proper harvesting and good drying techniques. Fifteen VAs within Kamwenge and Ibanda districts improved their bulking stores by adding improvised pallets and making improvements on store hygiene. In Mbale, Sironko and Mityana districts, traders worked closely with VAs to promote improvements in quality handling of grain procured, stored and marketed.

The Activity also utilized post-harvest handling beans variety photo posters with profile statements that guided the traders and their VAs on the different variety attributes. The bean leaflets and posters enabled the traders to promote awareness and value of single variety bean grains, as manifested by the demand for single color varieties that have a higher value, particularly on the export market.

The Activity also conducted a situational analysis to understand major post-harvest issues. Following a meeting with the board of Bukusu ACE, the Activity agreed to link them to other potential partners for additional post-harvest assistance. Bukusu ACE, the biggest beans producing organization in the eastern Elgon highlands, was linked to ABi-Trust and Lutheran World Relief for support towards construction of a warehouse and obtaining grain drying, cleaning and grading equipment.

The Activity continued to mentor traders and VAs on the value of having suitable storage facilities. VAs under Kiteredde Investments established a store in Kabusenene trading center, Mubende district, in which bean bulking started with a target of 25 MT from the harvest of the 2014A season. Bukusu Area Cooperative Enterprise was engaged in constructing five village aggregation centers, with a total capacity of 250 MT, using their own resources. Associated rural producer organization members raised materials for construction of eleven functional beans village aggregation centers, with a total capacity of 220 MT.

The table below highlights cumulative achievements by benchmark over the life of the Activity under the IR 2.

IR 2. Beans Value Chain Benchmarks and Progress

Year 1 Benchmarks	Jul 2013 - Mar 2014	Apr - Jun 2014	Cumulative Results
At least 300 VAs provide input/output services to farmers by September 2014.	118 village agents providing output services to farmers.	15 VAs involved in Output marketing	133 VAs involved in output marketing
At least 10,000 women farmers have access to market information by September 2014	A total of 27,672 women bean farmers have access to market information, through village agents and traders, during production and marketing interactions	1,204 women bean farmers have access to market information, through village agents and traders	28,876 women bean farmers have access to market information, through village agents and traders
At least 15 bean traders access market and financial support by September 2014	A total of 16 bean traders had access to financial and 47 traders had access market	6 traders accessing market information and 35 trader access market	22 traders accessing market information and 82 trader access
At least 100 VAs with improved aggregation centers by September 2014	A total of 10 village agents improved aggregate centers	25 VAs with improved storage and aggregation centers	A total of 35 VAs with improved storage and aggregation centers
At least 200 traders and village agents involved in the use of e-payments among smallholder farmers by September 2014	A total of 4 traders and 85 village agents using e-payments.	6 traders with 65 VAs involved in the use of e-payments	10 traders and 150 village agents using e-payments

2.3 COFFEE VALUE CHAIN

IR 1. INCREASED CROP PRODUCTIVITY

In concurrence with other coffee industry stakeholders, the Activity adopted and promoted the 2013/14 coffee industry theme of ‘replanting, planting, and pruning’ along with other good agriculture practices (GAP) among relevant intermediaries including exporters, traders and VAs. Doubling coffee yields from the current 700 kg to 1,400 kg per hectare is necessary to improve both the viability of coffee farming for smallholders and to sustain end market competitiveness. Attaining this yield requires farmers to adopt improved farm management practices such as pruning, mulching and fertilization, as well as replacing old and infested trees with disease-free planting materials. This can only be attained by bringing extension



Smallholder farmers are able to improve their livelihoods through farming high income generating crops like coffee.

services closer to the farmers and motivating them to make the required investments. In order to enable farmers to attain the yield of 1,400 kg per hectare, the Activity facilitated agronomic education on best management practices for high yields in coffee by partnering with 19 coffee-exporting companies through their associated “middle actors, which included 24 primary societies, 41 traders, three producer organizations (POs) and 149 VAs. The knowledge flow involved coaching boundary partners on setting up an additional 263 learning sites targeting 49,213 farmers to improve knowledge of the use of fertilizers and better farm

practices. These learning sites also incentivized “middle actors” to increase their income revenue by selling related inputs such as fertilizers and pesticides and by providing other embedded services such as spraying and pruning services to farmers at a fee or in-kind.

Sub-IR 1.1: Increased use of Improved Farm Management Practices

This quarter, the Activity mentored an additional 31 traders, 24 primary societies, three POs and 149 VAs to set up an additional 262 coffee learning sites in order to demonstrate to farmers the benefits of fertilizers (foliar and granules) in improving coffee yield from approximately 1 kg per tree to 5 kg per tree of Arabica ripe cherries. The learning sites provided farmers with options of using soil-based macro nutrient fertilizers such as NPK 25:5:5+S and NPK 17:17:17, two sets of micro nutrient foliar fertilizers—BioDeposit and DI Gro—and a combination of macro nutrient soil based fertilizers (NPKs) with a micronutrient foliar fertilizer. The learning sites attracted 11,771 farmers, who observed and compared the different production technologies based on the vigor and fruiting levels of the coffee bushes. The expected outcome of improved yield will be observed and recorded in the subsequent harvesting seasons.

The table below shows the distribution of learning sites:

Region	Exporter	Traders	Societies/ PO	Village Agents	Learning Sites
North		1	0	10	20
East		16	2	50	100
Central		24	1	89	142
Total		41	3	149	262

During the quarter, the Activity adopted and scaled up the 2013/14 coffee industry theme of ‘replanting, planting and pruning’, among exporters, traders, VAs and associated farmers across the regions. These practices, combined with other GAPs, are expected to increase yield by 30%. As a result, in order to enhance productivity, the Activity promoted inorganic fertilizers in the northern, eastern and central regions, and in the western region, where most partners are implementing organic coffee initiatives, utilization of farm yard manure and crop



A village Agent from Kibinge Cooperative Society explains to colleagues when and how to stump

residues due to organic coffee certification requirements for fertilizers.

The Activity continued to promote intercropping with early maturing bean varieties such as NABE 15, NABE 12C, NABE 4, NABE 1 and NABE 17 to supplement the promoted productivity enhancement innovations. Intercropping encouraged farmers to adopt pruning and stumping of coffee trees while partially offsetting the interim loss in yield due to pruning. Towards the end of the quarter, most farmers were starting to harvest the beans and are expecting a high yield of

high nutrient beans, which will both help to fight malnutrition and to increase farmer incomes..

On behalf of the Activity, Ministry of Agriculture, Animal Industry and Fisheries (MAAIF), and NARO, Keith Associates coordinated commercialization of Perfect Blend as a standardized organic fertilizer in Uganda to popularize it amongst the smallholder farmers as well as input suppliers. Nine host farmers were trained in collecting data from the Perfect Blend efficacy trial sites. The data collected will inform the Activity of the progress and effectiveness of the organic fertilizers (PB 8-5-5 and PB 4-4-4) as well as the feasibility of promoting it to organic coffee farmers. Host traders, including Kyagalanyi Coffee Company, Nile Highland Organic Coffee Association and Peace Kawomera Cooperative, coordinated to test effectiveness of the organic fertilizers trial sites. The data collected will inform the Activity of the status of field engagements with NARO, MAAIF and associated farmers around the trial sites in the districts of Mukono, Bushenyi, Nebbi, Mbale, Kapchorwa and Sironko. Host farmers have created awareness of the organic fertilizers to their farmers, which, when certified and registered by MAAIF, will increase productivity of organic coffee.

Table below shows placement of Perfect Blend trial sites.

No	Trader	Host Farmer	Type	District
1	Kyagalanyi Coffee Ltd	Specioza Butuua	Robusta	Nakanyonyi- Mukono
2		Bunjo William	Robusta	Nakanyonyi- Mukono
3		Baryaruha Joseph	Robusta	Sheema/Bushenyi
4		Muhereza Hillary	Robusta	Sheema/Bushenyi
5		Mwenda Vicent	Arabica	Kapchorwa

6		Wamono John	Arabica	Busano Mbale
7		Genario Unencan	Arabica	Nebbi/Zombo
8	HIHACOFA	Samson Kermundu	Arabica	Nebbi/Zombo
9	Peace Kawomera Coop Ltd	JJKeki	Arabica	Mbale

Sub-IR 1.2: Increased use of High Quality Agricultural Inputs

This quarter, the Activity focused on promoting good agricultural practices and expanding agro-input usage to boost coffee yields. This was achieved through public-private partnerships. The Activity, in partnership with Uganda Coffee Development Authority (UCDA) and the Ag-Inputs Activity, coordinated five business to business meetings in Nebbi, Iganga, Bushenyi, Ibanda and Kasese districts to expose existing registered coffee nurseries on agro-input usage and GAP, provide access to quality plantlets and opportunities for business linkages. The meetings attracted 222 representatives including 20 cooperative societies, 14 traders, one PO and 176 VAs, with five Ag-Inputs stockists and five inputs suppliers. As a result of the new business linkages between traders and inputs suppliers, Nyongyera Medrine Agro Dealer supplied 500 tarpaulins worth UGX 25 million to five Ankole Coffee Producers Cooperative Societies that included: Katenga (100) Rwebijunjure (150) Kigarama (100) and Kajunju (150), enabling them to improve the quality of their output.

Previously, the Activity, in a joint effort with Enabling Environment for Agriculture, aBi Trust and UCDA, initiated the solicitation process for identifying a firm to conduct a study to assess the current status and potential for multiplication and distribution of coffee planting materials in Uganda. Subsequently, three firms submitted bids to carry out the proposed study. The selection process, awarding and execution will be carried out in the coming quarter.

Sub-IR 1.3: Increased Access to Production Support Services

The Activity promoted a mix of strategies, such as supplementing traders and VAs with tools to provide quality extension services, building capacity in production support services, knowledge transfer of new extension approaches, and promotion of labor saving technologies, to boost adoption of recommended technologies and attract private sector and youth to provide the services.

To mitigate the lack of skilled service providers, the Activity continued to build the capacity of traders and their VAs in spraying and pruning in addition to introducing emerging extension approaches such as participatory extension approaches, participatory learning approaches, farmer field schools, and look-and-learn tours to increase the number of quality service providers. As a catalyst, the Activity procured 500 pruning saws and 356 secateurs to enable trader partners and their VAs to initiate these practices. It is envisaged that with success of this pilot push, more traders and their agents will invest in the provision of these services to farmers. Currently, most of the distribution concentrated in major Arabica coffee growing regions since Robusta coffee is self-pruning.

The distribution of pruning saws and secateurs is outlined in the table below:

Region	Pruning Saws	Secateurs
Central	180	100
West	150	100
East	150	136
North	20	20
Total	500	336

Participation of youth in the coffee industry is still low, which presents a sustainability challenge as most of coffee producers are at an age of 50 years and above. The Activity embarked on promoting labor saving technologies, such as motorized knapsacks, to traders, cooperative societies and villages. In total, 20 cooperative societies and traders and 63 VAs participated in the promotions, including Tweyanze Coffee factory, Mazima Bugaga, Banamasaka, Butiko in the central region and Tweyanze Coffee factory, African Corner coffee factory and Nuwabine Coffee Factory in the western region as well as Kibinge Coffee Farmers Cooperative Union. All were sensitized to the efficiency of using the motorized spraying pump. As a result, Kibinge Farmers' Cooperative Society placed orders for two motorized knapsacks worth UGX 400,000 for their youth groups to rent and provide the much needed spraying services to farmers at a fee.

The table below highlights cumulative achievements by benchmark over the life of the Activity under IR 1.

IR 1 Coffee Value Chain Benchmarks and Progress

Year 1 Benchmarks	Jul 2013 - Mar 2014	Apr - Jun 2014	Cumulative Results
At least 29 coffee traders who utilize VAs identified for partnership by September 30, 2014	26 traders identified for partnership with their 373 VAs	31 traders identified for partnership with 149 village Agents	52 traders identified for partnership with 522 village Agents
At least 30,060 farmers exposed to improved management practices by VA's through learning sites by September 30, 2014	24,500 farmers exposed to improved management practices.	11,771 farmers exposed to Improved management practices	36271 farmers exposed to Improved management practices
At least 100 successful Ag-Inputs Activity supported stockists identified and linked to VAs by September 30, 2014	10 stockists identified and linked to VAs in the districts of Bushenyi, Kasese, Ibanda, Mbale, Sironko and Zombo	10 successful Ag-Inputs Activity supported stockists identified and linked to Vas	20 successful Ag-Inputs Activity supported stockists identified and linked to VAs
At least 252 VAs linked to coffee traders trained in pest surveillance, proper use and safe handling of agrochemicals by September 30, 2014	A total of 373 VAs linked to coffee traders	50 Village Agents linked to traders	423 Village Agents linked to traders
At least 5 CWD Robusta resistant material mother gardens and 10 coffee nurseries both Arabica and Robusta established by September 30, 2014	8 partners identified; 4 partners will expand their mother garden bushes and 4 will establish new mother gardens	No partners identified to expend mother gardens Pending results from proposed study to assess the current status and potential for multiplication and	No mother gardens and nurseries established. This intervention depends on results from proposed study to assess the current status and potential for multiplication and

Year 1 Benchmarks	Jul 2013 - Mar 2014	Apr - Jun 2014	Cumulative Results
		distribution of coffee planting materials in Uganda	distribution of coffee planting materials in Uganda
At least 15 coffee actors linked to production support service providers including banks by September 30, 2014	39 VC actors linked to production support services (exporters- 16, cooperatives- 23)	No VC actors linked to production support services (should we include the training-section on BDS)	39 VC actors linked to production support services (exporters- 16, cooperatives- 23)

IR 2. INCREASED ACCESS TO COMPETITIVE MARKETS

April- June 2014 Average Farm-gate Prices

	<u>April</u>	<u>May</u>	<u>June</u>
Dried Cherry (Kiboko)	1,700	1,350	1,600
Fair Average Quality (FAQ)	4,000	3,700	3,900
Arabica Parchment	6,450	6,300	6,600

Source: UCDA

The average farm-gate prices for dried cherry (Kiboko) and Fair Average Quality (FAQ) covering Robusta coffee and Arabica parchment coffee dropped in May compared to the prices in April, but made a slightly recovery in the month of June 2014. These changes in farm-gate prices reflected similar trends in the global market.

Sub-IR 2.1: Improved Market Linkages

During this quarter, the Activity concentrated on stimulating trade-led growth by working with government and industry partners to optimize the farm-to-market value chain, to help traders develop relationships with leading specialty buyers and to provide a better understanding of value-chain performance to upgrade the export competitiveness of Ugandan exporters. The combined efforts have resulted in significant export production, quality, marketing, and linkages with buyers.

The Activity, in collaboration with UCDA and Uganda Coffee Federation (UCF), engaged Coffee Quality Institute (CQI) to assist eight coffee exporters (Kyagalanyi, Kawacom, Nitubaasa, Great Lakes Coffee, Kabum Trading Company, UGACOF and Savannah Commodities/Star Café) to carry out pilot marketing based on Arabica (Q) and Robusta (R) coffee system that will enable coffee producers benefit from high premium end markets like India and Brazil that can be accessed through use of the Q and R marketing system.

The CQI strategic plan is to increase Uganda coffee producers' trade capacity and competitiveness in local, regional and international coffee markets. On behalf of the Activity, CQI is working with Ugandan coffee exporters and UCDA to collect, cup and identify samples of Arabica and Robusta coffee as part of the quality certification program. Subsequently, CQI trained the eight exporters on clarifying standards and methods used to identify and code R and Q coffee lots and coordinating with UCDA as the Inter Country Partner (ICP) for evaluations. In addition, CQI solicited other exporters to submit coffee samples for grading. The exporters submitted a total of 62 samples (36 Arabica and 26 Robusta) which were graded for cup, green and roasted quality using Specialty Coffee of

America Association (SCAA) standardized methods and new find Robusta standards. All exporters were exposed to the techniques of identifying and coding Q and R coffee in preparation for the major marketing season in August 2014.

The Activity supported Kibinge Coffee Farmers Cooperatives Society (5,200 membership and with annual average exports of 180 MT) to participate in an Economic Summit for Agricultural Production and Trade Promotion organized by Lwengo district in the greater Masaka area. The Activity utilized the summit as a tool to strengthen public-private sector relations, foster local and regional market linkages and also act as a business to business platform. The summit attracted enterprises ranging from agro-input dealers, traders, farmers, service providers, suppliers and local government representatives. Kibinge exhibited a holistic coffee value chain from nursery management to the export level, drawing the interest of several stakeholders including policy makers, exporters, traders, farmers and the general public.



Interested onlookers crowding Kibinge Coffee Farmers Cooperatives Society booth at the Lwengo District Economic Summit

Sub-IR 2.2: Increased Access to Market Support Services

Knowledge is power when it comes to output marketing, which is why the Activity coordinated information updates on market support services, such as access to current market prices, finance access, market requirements and standards, quality, and available and new service providers to smallholder farmers through traders and their VAs.

In collaboration with aBi Trust, the Activity co-invested in Nile Highland Organic Coffee Farmers Association based in Zombo within the greater Nebbi area. aBi Trust provided Nile Highland with funding to establish three coffee washing stations in Arusi, Nyapea and Warr, while the Activity provided technical support to manage the washing stations. A similar arrangement was carried out with Kyagalanyi Coffee Ltd and Kawacom (U) in partnership with Alur Highland Coffee Farmers, which are planning to establish washing stations in Erusi and Paidha respectively. The coffee washing stations will create a stable and sustainable source of income to the surrounding coffee farmers and also provide opportunity of fetching premiums.

The Activity provided technical input on the standards required of hulling facilities for incorporation into the Coffee Statute 1991 and Regulations, which are being reviewed by the coffee industry with financial support from the Enabling Environment for Agriculture activity. The operationalization of the revised coffee statute and regulations will ensure that market support services, such as those being provided by processors operating hulling facilities to traders and their VAs, will enhance quality and food safety standards required by local, regional and international coffee consumers.

Sub-IR 2.3: Improved Post-Harvest Handling

During the quarter, the Activity promoted strategies for adoption of system improvements from harvest through wet processing, drying, grading, storage and transport, including key elements of quality deterioration that can result from grower processing such as moldiness and development of off-flavors due to inadequate drying and storage, and poor grading with particular attention to improvement of drying and storage.

The Activity continued coaching traders on the benefits of offering quality differentiating pricing as a means of incentivizing farmers to produce and handle quality coffee. In Kasese, Bushenyi and Ibanda districts, where the partners work directly through coffee washing stations (CWS), coffee washing station managers were the target. The CWS managers were equipped with the knowledge and skills of cherry coffee quality assessment technique, CWS in-process control of cherry into parchment coffee, and proper drying and storage techniques. It is envisaged that, in the coming marketing season, the partners operating CWSs will objectively and transparently pay farmers according to market quality parameters. A total of 18 CWS managers drawn from Ankole Coffee Producer Cooperative Union (8) and Ankole Coffee Processors Ltd (10) participated in the training. A total of over 14,000 farmers associated with both partners are expected to ultimately benefit.



Nziwa Sasiyo CODE VA coaches one of his farmers in Muzahura West village, Kasese district on proper drying of his coffee berries

The Activity coached nine traders and 56 VAs on coffee quality improvement with reference quality price differentiation depending on FAQ and dried cherry (Kiboko) market standards. The Activity also trained two Unions (ACPCU with 19 societies and Bisheshe Coffee Producer Association) and their 48 VAs on conducting simple coffee outturn assessments in order to provide feedback to farmers on improving the quality of their coffee.

The table below highlights cumulative achievements by benchmark over the life of Activity under IR 2.

IR 2 Coffee Value Chain Benchmarks and Progress

Year 1 Benchmarks	Jul 2013 - Mar 2014	Apr - Mar 2014	Cumulative Results
At least 5 partner traders supported to participate in USAID COMPETE Taste of Harvest (TOH) and annual regional exhibition events by September 30, 2014.	6 partner traders supported to participate in USAID COMPETE Taste of Harvest (TOH) and annual regional exhibition. Events	0 partner traders supported to participate in USAID COMPETE Taste of Harvest (TOH) and annual regional exhibition. events	6 partner traders supported to participate in USAID COMPETE Taste of Harvest (TOH) and annual regional exhibition. events
At least 5 coffee traders adopt the model of buying coffee at quality differentiated prices by September 2014.	A total of 41 coffee traders adopted the QDP model.	A total of 2 coffee traders adopted QDP model	A total of 43 coffee traders adopted the QDP model.

Year 1 Benchmarks	Jul 2013 - Mar 2014	Apr - Mar 2014	Cumulative Results
Support Café Africa to organize and conduct 21 district coffee shows by December 2014.	Supported Café Africa to organize and conduct 9 district coffee shows.	0 shows supported this quarter. However, preparing to support an additional 10 shows in Aug-Oct 2014	Supported Café Africa to organize and conduct 9 district coffee shows.
At least 252 agents and traders trained in FAQ processing techniques and out turn test by September 2014.	103 agents and traders trained in FAQ processing techniques and out turn test.	106 agents and traders trained in FAQ processing techniques and out turn test	A total of 209 agents and traders trained in FAQ processing techniques and out turn test

3. PROGRAM MANAGEMENT

3.1 BEHAVIOR CHANGE

The Activity conducted field investigations in the four regional locations on value chain governance, which included formal and informal rules, leverage points, and how production, marketing, and business decisions are made particularly in maize and beans value chains. Interviews were carried out on a sample population that included exporters, local traders and processors with which the Activity is currently working. An analysis of findings from the study indicated for example, that the Kisenyi produce market in downtown Kampala has a major influence on overall grain pricing because the market accepts every grain quality type. This serves to dampen the drive for better quality among traders and producers as market outlets exist for grain, even of the poorest quality. In most urban markets, there are distinct areas where grain is marketed. Chairpersons of these urban grain hubs have a great influence on day to day pricing within the parameters of supply and demand.

In general, the best season for stocking of grain was reported to be after the second season harvest because the crops dry thoroughly due to a longer dry season. Most maize and beans grain traders were unaware of official standards for quality in the trade, other than moisture content levels. Most producers interviewed did not receive a price premium for quality, so they saw no need to work diligently for this. Uganda National Bureau of Statistics (UNBS) monitoring was reportedly weak because the organization has few monitors to cover the all the various border points for the entire country.

Recommendations included developing a concept and procedures document that would allow value chain technical advisors to guide the relationships between different actors along the value chain at the implementation level to support the training; and coaching and mentoring of traders on grain standards, including rules and regulations of the cross border trade. The Activity should also work with Enabling Environment for Agriculture Activity in collaboration with various government agencies such as UNBS to facilitate the dissemination of national grain standards.

3.2 MONITORING, EVALUATION AND LEARNING

During this quarter, the Monitoring, Evaluation and Learning (ME&L) team focused on spearheading activities in order to ensure that the collaboration learning and adapting (CLA) methodology is consistently reflected in Activity implementation. A number of activities

were planned around CLA, including the outcome mapping workshop and the CLA meeting with the Learning contract.

In fulfillment of the contract deliverables to develop a management information system (MIS) and train Activity staff in its management, subcontractor DataCare Uganda finalized the MIS, which will handle both qualitative and quantitative data, and also trained Kampala technical staff in its use, including how the different Activity forms will be populated and analyzed to derive indicator values.

Outcome mapping was a key requirement of the action plan developed after the visit of representatives from Micro and Private Enterprise Promotion (MPEP), Bureau of Food Security (BFS) and Leverage Economic Opportunities (LEO) offices. Therefore, in April, an outcome mapping exercise was conducted for the three commodities (beans, maize and coffee), in which result chains were developed. The results chains (See Annex II) will guide the Activity in promoting relevant interventions and gauging early progress markers that can result in behavior change among the middle value chain actors. A number of Implementing Partners (IPs) including the Ag-Inputs Activity and Learning contract, and government agencies such as Uganda Coffee development Authority (UCDA) and representatives from the USAID Mission participated in the exercise.

Promoting and mapping behavioral changes and relationships among middle value chain actors and farmers is part of the Activity's strategy to promote learning through interventions to transform middle actor relationships and ultimately effectively upgrade value chains. The Activity also utilized outcome mapping to review and link year one work plan interventions to desired behavioral changes.

In collaboration with the Learning contract, the unit conducted a review of guiding knowledge management and communication strategies as a means of improving the Activity's strength in both institutional and inter-institutional learning. Activity staff, together with three representatives from the Learning contract, discussed recommendations for ensuring learning by each individual staff member. It was agreed that, in the next annual



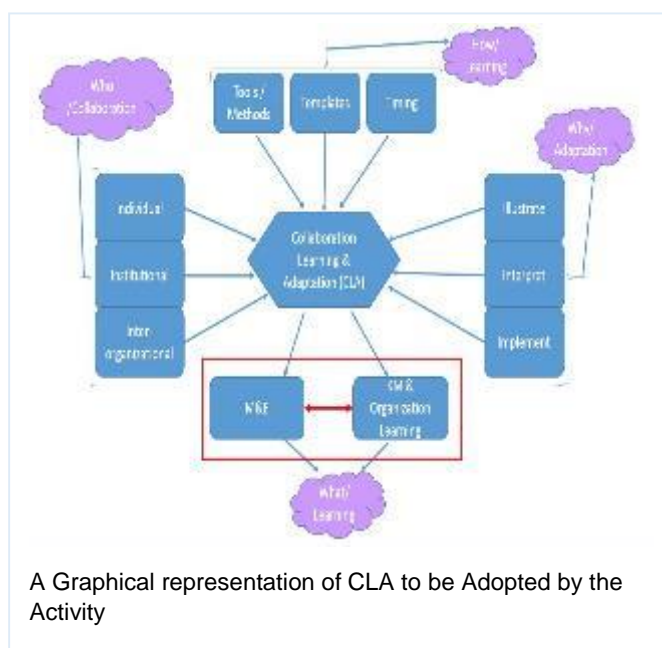
Activity MIS home page



Gilbert Matabi of the Learning Contract making a presentation at the outcome mapping workshop at Country Lake Resort Garuga

work plan, a learning agenda focusing on motivators for adoption will be developed and shared. During the meeting, the Learning contract emphasized the need for Activity staff to use the agri-links website to share ideas and lessons learned from promoted strategies and interventions.

The ME&L team attended the USAID Uganda Monitoring, Evaluation and Learning Assessment Outbrief Partners meeting on June 11th. In this meeting, a number of issues were discussed that looked at how to capture knowledge, what knowledge should the Activities identify and track, and how Activity targets are set. Partners further discussed possible ways that collaboration can be promoted to ensure that Activities are working with each other to create a platform for learning.



To ensure quality data collection, the Activity re-oriented and trained old and new VAs respectively on PMP data collection tools this quarter. The re-orientation and training sessions also targeted traders, society and depot committee chairpersons with an intention of promoting data tool utilization as learning points while promoting VC upgrading among actors. Participants were given a step wise guide to data tool updating and data interpretation with a focus on how collected data can be used by VAs and traders to project and plan service delivery to farmers. A total of 704 VAs were trained in the four regions as follows: North - 207 VAs (31 Female, 176 male), West - 89 VAs (23 female, 66 male), East - 280 VAs (84 female, 196 male) and Central - 128 VAs (31 female, 97 male).

The table below highlights progressive achievements under Monitoring, Evaluation and Learning benchmarks over the past 12 months.

Monitoring, Evaluation and Learning Benchmarks

Benchmarks	Jul 2013 – Mar 2014	Apr - Jun 2014	Cumulative Results
Activity MIS/ database developed by January 2014	Activity MIS under development	MIS development completed and Activity staff trained on how to use the MIS	1 MIS development completed and Activity staff trained on how to use the MIS
Village Agents trained in use of the Activity data collection tools	405 VAs trained in the utilization of data collection tools	299 new VAs trained in use of the data collection tools	704 VAs trained in use of the data collection tools
Semi-annual review meetings (February and August) with technical team and other stakeholders to review the progress under each value chain and August 2014		Work plan review meeting held with stakeholders, including representatives from UCDA, Ag. Inputs and Learning Contract	Work plan review meeting held with stakeholders who included representatives from UCDA, Ag. Inputs and Learning Contract

Commodity results chains developed by December 2013		Results chains developed for each focus commodity during outcome mapping workshop	3 results chains developed
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3.3 ENVIRONMENTAL COMPLIANCE

During the quarter, the Activity maintained environmental compliance in line with the mitigation measures established for IR1.1 (Increased use of improved farm management practices), IR1.2 (Increased use of high quality agricultural inputs), IR1.3 (Increased access to production support services), IR2.1 (Improved Market Linkages) and, IR2.3 (Improved post-harvest handling).

Previously, the Activity trained traders and their VAs in proper shelling to reduce breakage, benefits of using tarpaulins, maintaining good storage facilities, bulking, quality assessment and control, use of moisture meters, spraying techniques, conservation farming techniques, pruning, de-suckering, mulching, terracing and hedging, use of improved seed varieties, use of fertilizers, use of resistant variety such as striga-resistant maize variety, and proper planting. As a result, in this quarter, the previously trained team promoted the range of integrated technologies to their farmers, including good practices such as use of high yielding and drought resistant seed varieties specific to zones, improved planting techniques, weeding options (manual or herbicide), natural resources management, planting trees and shades, pest management, and use of fertilizers. The promoted practices serve to protect the environment, ensure the quality of crops, and increase productivity, while enabling farmers to increase their incomes. As described in the three value chain sections of this report, continuous knowledge transfer of GAP to traders and their VAs has translated into adoption of good practices by farmers.

USAID and Traders Join Together to Combat the “Witch Weed” in Eastern Uganda.

The Activity partnered with 60 maize traders and NASECO Seed Company to fight striga, or “witch weed” through commercializing a maize variety coated with Imazapyr-resistant (IR) herbicides that control Striga. Maize production in Busoga Region, normally a region with the highest production rates in Uganda, has been significantly affected by the stubborn weed Striga, often called “witch weed” or *kayongo*. Striga is rampant in most areas of Busoga, especially Iganga, Bugiri, Namutumba, Kamuli, and Jinja Districts, as well as Tororo District in Eastern Uganda. The weed has not only affected maize, but also millet, sorghum, and other cereals. Striga can produce between 50,000 and 200,000 seedlings annually and with a lifespan of 21 years, and it has had a tremendously negative impact in affected areas. For example, in Namutumba, farmers began to cultivate cassava instead of maize due to high infestation of Striga.

In April 2014, USAID and NASECO held a series of practical training events on proper handling of the Striga-resistant variety. Training was held in three locations, drawing traders and village agents from neighboring districts in the affected regions. Training aimed at changing farmer perceptions of the Striga-resistant variety given past disappointing experiences and restoring interest in maize production to improve household incomes.



Maize field infested with Striga weed (Left pic.) before introduction of Striga Resistance Maize Variety 7H-IR and after (right pic.) after the introduction in the same field

As part of a follow-up visit in Kamuli District, Musenero, a farmer in Mbulamuti sub-county who is hosting a USAID-supported learning site remarked that the Striga-resistant variety demonstration trials are showing good promise, with no incidence of Striga. He shared: “We have started getting good results. When I used to plant other maize varieties in this field before, it would be infested with kayongo already, but since I used the 7H-IR I have not noticed any kayongo as you can see”. As a result, farmers in his community opted to plant the new variety. Musenero has helped link his fellow farmers to NASECO to provide the improved seeds and needed training. USAID’s effort is bringing knowledge to farmers and associated behavior change; farmers now plant maize once again, supporting USAID’s objective of sustainably increasing the production and

3.4 ENGAGEMENT WITH U.S. PEACE CORPS AND GOU

The Activity completed preliminary arrangements to engage Peace Corps volunteers. Three volunteers have been assigned to work in the northern and eastern regions in June and August respectively. The northern region volunteer, Austin Tunnell, commenced official duties this quarter, and was trained on the practical understanding of the Activity approaches, implementation strategies and promoted innovations. He is currently working with several traders in Kiryandongo district to build their capacities in strategic and business planning and leadership skills. This group of traders includes five in Lira district interested in forming two rural producer organizations as well as an area cooperative enterprise to strength their market presence in the value chain. The remaining two volunteers are scheduled to participate in pre-placement activities in July before starting work in August, including getting acquainted with

the eastern office and attending the supervisors' workshop which focuses on Peace Corps policy and guidance regarding Volunteer placement, cross cultural topics and other relevant work related topics.

In the area of GOU collaboration, the Activity participated in six District Operational Planning (DOP) meetings in the districts of Lira, Dokolo, Mbale, Sironko and Kapchorwa. To enrich the meetings, it was agreed that pertinent stakeholders such as sub-county chiefs, sub-county NAADS coordinators and community development officers would participate in the meetings for a wider knowledge sharing platform since they directly interact with the target farmers. Moving forward, this decision will provide the Activity and other IPs additional local support to sustainably implement interventions.

3.5 ACTIVITY ADMINISTRATION

REDS ORGANIZATIONAL CAPACITY ASSESSMENT

During this quarter, the Activity finalized next steps for the capacity development areas identified during the Organizational Capacity Assessment (OCA) for REDS. Though the Activity initially agreed to upgrade REDS' accounting software and financial management systems to ensure alignment with USAID-specific contracting requirements for financial management, upon further consultation, it became apparent that REDS preferred to maintain flexibility in their systems to adapt easily to multiple donors, rather than aligning systems more specifically with one. REDS is currently working with a financial advisor to improve financial management processes, documenting their processes in response to OCA findings and updating their operations and procurement manuals to include a set of instructions for working with individual donors, including USAID. The Activity will then review their manuals and procedures to ensure that any USAID- specific guidelines are complete and accurate.

As a result of the OCA, in the coming quarter, the Activity also agreed to carry out a market survey of the donor landscape, which would inform potential forward market opportunities for REDS.

ADMINISTRATIVE

In June 2014, the Activity together with USAID/Uganda FTF Enabling Environment for Agriculture Activity participated in a day-long collaboration workshop targeting both Activities' technical staff. 34 staff participated, including CPM Acting-Chief of Party Robert Anyang, EEA Chief of Party Douglas Griffith, and two Chemonics home office staff members, Nancy Zlotsky and Neal Donahue. The workshop was designed to provide an environment for active information sharing and learning, with opportunities for participants to define strategic intersection points and areas for future collaboration, building on a number of ongoing Feed the Future Value Chain Development Project collaborative efforts to upgrade the targeted value chains. The workshop objectives were to:

- Deepen interpersonal relationships between and among staff from both activities
- Foster a comprehensive understanding of each activity's approach, objectives, and stakeholders
- Provide an update on the activities' accomplishments to date

- Discover points of intersection and explore opportunities for collaboration
- Provide an opportunity for staff from each activity to share their ideas for how and where the other activity should be focusing its efforts
- Commit to specific and concrete steps that would accelerate and deepen collaboration and integration in meaningful and demonstrable ways

In conclusion, field-driven challenges and opportunities observed by the Activity must inform and drive Enabling Environment for Agriculture Activity's policy and regulatory analysis, knowledge sharing, and advocacy work. In turn, policy, regulatory, and standards information must be used by the Activity to inform those working in and supporting the value chains, from farmers to buyers to local government officials. Additional details can be found in the proceedings report submitted to USAID following the June 6th workshop.

PERSONNEL

In accordance with the approved staffing plan, the Central Regional team was strengthened with the addition of a Book Keeper/Administrative Assistant. Two staff members resigned: the Chief of Party and a Driver for the northern region. The position of driver has already been filled. While the Activity recruits a new Chief of Party, Mr. Robert Anyang is serving in an acting capacity, with strategic management and technical support from the Chemonics home office.

Restless Youth Development conducted performance reviews for the three interns posted with the Activity under the M&E, Communications and Finance departments. New performance objectives were developed for the last phase of the internship program.

4. STRATEGIC OPPORTUNITIES AND CHALLENGES

4.1 SUCCESSFUL INTERVENTIONS/INNOVATIONS

- The introduction of the bio-deposit foliar fertilizer in bean learning sites has given impressive results based on the field observations and feedback from traders, VAs and farmers. Its use resulted in improved plant vigor with farmers anticipating both improved yields and greater marketable surpluses. The foliar fertilizer is relatively affordable with demand on the increase as reflected in the higher volumes of orders placed by farmers through their associated VAs. The combination of the Bio-deposit foliar fertilizer with good quality improved bean seed variety resulted in greater bean pod numbers per plant, bigger pod sizes and increased seed numbers per pod.
- The appropriate placements of bean varieties in relation to agro ecological zones, for example NABE 12C that is well adapted to the Elgon region, was a success. The weather conditions coupled with rich volcanic alluvial soils lend themselves to suitability of this variety in the highland areas. There is also a ready market for the beans in both their fresh and dry forms. The short maturity bush type beans also performed well in the lower altitude areas, including as an intercrop in pruned coffee fields.
- Both the Village Agent Retail Model (VARM) and the Trader partner-Village Agent Model played a significant role in ensuring that farmers accessed quality inputs for production. The direct linkages of the trader partners with seed and input companies facilitated quicker access to quality seeds and other agro-inputs at relatively low costs.
- Learning sites continued to be important platforms for the introduction of improved technologies and field interface between village agents and farmers. The Longe 7H-IR maize variety from NASECO Seed introduced in the 8 districts infested with the striga weed performed so well that farmers expect a doubling of their yields. Demand for the seed variety in the affected areas is high.
- A successful intervention during the reporting period included the establishment of learning sites by the Activity partners that demonstrated proper pruning as one of the critical productivity enhancement farm management practices that does not require significant upfront cash requirements. The establishment of these sites was in tandem with the Uganda coffee industry's acknowledgement that pruning is a key practice for promotion throughout the country, which is also a theme in the 2014 district coffee shows: "Planting and Pruning for sustainable income".

4.2 COLLABORATION, LEARNING AND ADAPTATION

- The Activity collaborated with the Agricultural Inputs (Ag-Inputs) Activity in linking the Activity's partner traders and their village agents to reliable agri-input dealers in the various regions. The Activity also collaborated with the Ag-Inputs Activity during field days organized by Activity partners in the central and eastern regions. These field events provided opportunities for various actors, including agri-input dealers, to share and receive feedback from traders, village agents and farmers.
- The Activity also promoted increased collaboration between district technical staff that cover both production and marketing. This took the form of making periodic joint field visits to Activity partners, and participation in field day events or in trainings,

which served to enhance buy in by these district technical leaders in the Activity's approach.

- Plans were also made to continue working with Kilimo Trust, with which the Activity previously linked an exporter to bean producers in Mubende district, to assist farmers to access foundation seed for multiplication at the community level.
- The linking of traders and their village agents to inputs suppliers supported by Ag-Input Activity resulted in greater business sales and easier access to quality inputs for all.
- The Activity partner traders, through well managed learning sites by VAs, continued to create demand for improved inputs, meaning that VAs will be in better position to access genuine products from stockists, as they regard them as partners in building their business volumes.
- Areas of collaboration and learning during the season included monthly National Coffee Steering Committee (NCSC) meetings as well as coaching and mentoring sessions with exporters, traders and agents. The Activity also jointly conducted capacity building of the partners jointly with FTF Ag-Inputs field teams in Bushenyi, Ibanda, and Kasese districts.

4.3 CHALLENGES AND CONSTRAINTS

- The use of labor saving technologies like automated spray pumps resulted in increased interest for the equipment but the demand overwhelmed suppliers' stocks. Lack of spraying equipment and inconsistencies among producers in application of foliar fertilizers limited the full benefit of using this technology.
- Staking materials for the climbing beans in highland areas where the beans perform best are often difficult to obtain while the short maturity bush bean varieties are also susceptible to heavy rains in lower altitude areas.
- Soaking of beans seeds with the Bio deposit foliar fertilizer led to poor germination in some instances where instructions were not properly followed.
- The impact of learning sites to effect a turn-around in uptake of improved technologies showcased in these sites does not match the expectations of some partners with limited interest and or knowledge of the Facilitative Approach. Some trader partners, village agents and farming communities still carry a mindset of expecting direct support to make upgrades.
- There is still a need to coach traders on the importance of identifying and mentoring business-minded VAs in order to add value to both traders and farmers.
- The unpredictable weather patterns caused delayed planting in some areas and insufficient rainfall led to poor field crop performance.
- There was long dry spell in the northern region after VAs received seed materials. This affected the time of planting, germination and performance of the crops.
- The low volumes produced by small holder farmers dispersed over large production areas and the poor quality of grain handled by the majority of farmers is still a hindrance in enabling them to access competitive markets.
- A major challenge especially in bean marketing is the failure by traders and village agents to obtain sufficient volumes of single variety/color grains consolidated at particular bulking points.

- Seed from almost all seed companies had a high percentage of broken seed which affected field establishment or caused a reduction in the area planted
- The high cost of agri-inputs and the prevalence of fake inputs on the market limits farmers' confidence in making investments in improved agri-inputs. In addition , some VAs and traders are willing to invest in quality inputs but lack sufficient capital.
- The majority of coffee farmers are 50 years or above and have a low level of formal education. As result, they require practical hands-on demonstrations of the benefits or incentives in order to make informed decisions on whether or not to adopt innovations or improved practices. Given the nature of the coffee as a crop, it takes at least one crop cycle, which is a calendar year, to observe tangible changes.

4.4 LESSONS LEARNED

- In order to supply the market with preferred varieties of a single color, there is a need for traders to engage with farmers at the point of input procurement and production. That way, a trader can source seed from a reliable supplier and with support from the Activity he/she is able to guide farmers, through the associated village agents, to improve production management practices.
- Coaching of the trader partners and their village agents including host farmers on the different technologies for application on the learning sites should happen prior to the delivery of inputs/ seeds and before on set of rains. This provides ample time for clarifications and field preparations. After on-set of rains, farmers tend to be very busy with field activities and may not allow sufficient time for training or pay attention to learning sites late.
- A learning experience this quarter was the requirement of pre-soaking for Bio-deposit before planting. Seed cannot be soaked for more than 6-12 hours and should be planted in wet soils the next day to continue the germination process. If pre-soaked and planted in dry soil, no germination takes place due to insufficient moisture in the ground.
- Farmers newly exposed to climbing beans learned that staking is very important for these beans to maximize yield. The size of the sticks used for staking must be big and strong enough to withstand both the weight of beans and strong winds especially when it rains.
- There is a great opportunity to scale up the use of climbing beans, a new crop in the highland areas of the West Nile sub-region, because agro-ecological conditions in the area are good for production of the crop. In addition, good market opportunities exist both in the sub-region and in neighboring South Sudan.
- Some improved seed varieties do not necessarily perform well under adverse conditions, even when management is good. For example, Longe 10H is marketed as being drought tolerant, but it failed to perform in some areas where rainfall was insufficient. Traders and VAs should be advised on planting short-maturing varieties even when their productivity is low in areas where short rains are normally expected.
- This quarter, some traders were willing to invest in supporting their VAs to provide services to farmers, thereby improving relationships between VAs, farmers and traders.

- Farmers are more likely to adopt use of improved farm management practices, such as pruning and timely weeding, which do not require significant upfront cash outlays. Thus, the industry should focus first on promoting practices that require little upfront cash outlay but lead to improved yields and additional income. More costly options, such as application of inorganic fertilizers, can then be promoted as an additional option that is more costly but has higher returns.

4.5 THE WAY FORWARD

From the strategic opportunities, challenges and lessons learned, the way forward to further improve uptake and performance will include the following:

- Scale up the promotion of appropriate foliar fertilizers application in association with improved bean varieties to increase on both productivity and marketable surpluses of beans
- Support the expansion of foundation bean seed production among targeted farmer groups/associations to provide a base for commercial production of single color/variety beans required by the market
- In collaboration with the Ag-Inputs Activity and associated input suppliers, scale up farmers' access to the striga tolerant maize hybrid seed which has proved effective in overcoming the striga parasitic weed
- Support the diversification of services provided by middle value chain actors at learning sites, through field days and Business to Business visits that result into both higher productivity and marketable volumes of good quality from small scale farmers
- Build on collaboration established with the Ag-Inputs Activity, Enabling Environment for Agriculture Activity, the Agribusiness Trust and other organizations such as WFP, UCDA, TGPU, EAGC and others to promote varied areas of mutual concern ranging from climate change, policy to commodity standards.

5. ANNEXES

ANNEX I

Quarterly Financial Report

April – June 2014

ANNEX II Commodity Outcome Maps

Maize Vision: An Industry Buying Increased Volumes at Quality Differentiated Prices					
SYSTEMIC CHANGE	Increased Incomes for Small Holder Farmers				Impact
	Non-targeted small holders increase incomes				Smallholder/ Seed Producer Change
Copying by non-targeted small holders	Farming growing primary for the Market	Farmers invest in production and marketing services		Farmers invest in production and marketing services	Enterprise Change
	Farmers adopt use of quality inputs, good agriculture practices and PHH	Farmers adopt use of quality inputs, good agriculture practices and PHH	Farmers paying for access to labor saving technologies (e.g planting, spraying, shelling etc)	Farmers adopt use of quality inputs, good agriculture practices and PHH	
	Traders paying differentiated prices for grain			Trader invests resources in building capacity of VAs to deliver pdn & mkt services	
	Traders invest in genuine commercial input sales	Repeated transactions between traders and buyers	Traders guaranteeing VAs to access funds to purchase labor saving technologies	Traders develop and implement incentive mechanism to reward VAs	
Copying by non-Activity supported traders	Traders invest in demand creation activities (e.g. learning sites, field day, mass media promotion)	Traders invest in market services (e.g. phones etc)	Traders invest resources to promote technologies among their VAs	Traders recruit a reliable and trustworthy network of VAs	Activities
	A4	A3	A2	A1	
	Sell the benefits of learning sites	Conduct an inventory of market service providers & link them to traders	Conduct an inventory of available labor saving technologies	Conduct a rapid appraisal to establish inventory of maize exporters, traders & VAs / Identify traders / Promote Activity Innovations / Coach traders to identify VAs to reach farmers	
	Support enterprises to conduct farmer field days	Market support services to traders through piloting	Sell the benefit of technologies among traders through exposure & promotions	Support traders to sensitize VAs in providing extra services to farmers	
	Conduct business to business trips for traders and VAs	Leverage on technology of the existing mobile platforms to increase farmer input usage	Support traders and VAs to establish and manage learning sites	Facilitate business incubation aimed at increasing trader/VAs capacity to provide production support services	
	Collaborate with Ag inputs Activity and other strategic partners to support and participate in regional agribusiness events	Link VAs to service providers like mobile money service operators, etc.	Conduct an inventory of labour-saving technologies		
	Coach traders to conduct pre-production meetings / Develop and support traders to conduct joint planning meetings- COMPETE, TGCU, MAAIF- end of season	Facilitate the development of insurance models suitable for farmers, e.g. weather index	Support enterprises to conduct farmer field days		
	Collaborate with Ag inputs Activity to support traders to link VAs to seed companies and input stockists	Facilitate collaborations between SACCOs, VSLAs, to increase intermediary capacity to promote labour-saving technologies	Conduct inventory of existing extension materials PHH handling techniques		
	Support traders to sensitize VAs on opportunities for increased use of inputs by farmers / Support agro input dealers to train VAs on safe use of agro inputs	Link market information service providers to traders	With SAF support, cost share the acquisition PHH equipment for use by youths to generate income		
	Conduct an inventory of appropriate maize varieties per ecological zone / Support NASECO Seeds to introduce Striga-resistant maize in infested areas		Support traders train VAs on use of better post-harvest handling techniques.		
	Collaborate with Ag inputs Activity to expand the VARM with traders and stockists	Leverage link Grameen to partners and other traders and intermediaries	Support enterprises with basic quality assessment equipment to ensure good quality maize. Adapt existing materials to train the trainers on use of tarpaulins, moisture meters, aflatoxin testing kits and products of providers such as Grain Pro and others.		
In collaboration with traders, link farmer groups /cooperatives to financial institutions to access Ag input credit	Support traders by linking them to financial institutions for credit facilities to be able to access the promoted PHH equipment				

Beans Vision: Increased Productivity and Improved Nutrition for Smallholder Farmers					
SYSTEMIC CHANGE	Increased incomes and improved nutrition of the targeted small holder farmers				Impact
Non-targeted small holders increase incomes			Seed producers consistently supply quality and increasing quantity of seed to meet seed company demands	Farmers consistently sell increasing quantity and improved quality of produce through VAs	Smallholder/seed producer Change
		Repeated use of labour saving technologies	Seed producers improve on post-harvest handling practices	Farmers improve Post Harvest Handling practices	
	Farmers move from small scale farming into commercial farming	Farmers pay for labor saving technologies e.g. planting, spraying	Seed producers adhere to seed production practices	Farmers purchase inputs and adopt Good Agronomic Practices	
Copying by non-targeted small holders	Traders pay for grain at quality differentiated prices e.g. single color		Repeated transactions between bean seed companies and bean seed producer groups	Repeated trading between the VAs and traders Traders communicate and offer performance incentives to VA	Enterprise Change
	Traders & stockists invest in genuine input sales Traders & stockists invest in agricultural inputs demand creation activities (e.g. learning sites, field day, mass media promotion)	Trader facilitate VAs to acquire labor saving equipments Trader invests in promotion of labor saving technology among farmers and VA	Seed companies investing in capacity building of bean seed producer groups Seed companies sign formal agreements with bean seed producer groups	Traders facilitate VAs to transfer knowledge and skills to farmers and farmer groups Traders select trustworthy VAs and invest in building their capacities in knowledge and skills transfer methods, farm management practices, quality control measures and services provision to farmers among others.	
Copying by non-Activity supported traders	A4:	A3:	A2:	A1:	Activities
	Collaborate with the Ag-Inputs Activity, Grameen foundation and input suppliers network to pilot the use of ICT/mobile platforms as means to reduce costs of doing business in inputs delivery and provide necessary information Facilitate partner to access quality control equipments such as colour sorters to improve on the competitive of beans on the local and regional markets	Facilitate the development of products that interested VAs can use to access loans from Banks Facilitate use of proven business models such as Village Saving and Loan Schemes, SACCOs to strengthen informal group savings schemes among partners	Collaborate and facilitate the development of a low premium and wider coverage insurance Beans models that can help mitigate risks at the farmer level- Facilitate clients who qualify for business finance to access financial support for bean seed increase across, to take care of seasonal trends	Facilitate the creation of linkages between traders and financial institutions for credit facilities to be able to access Post-Harvest Handling Equipment Collaborate with TGCU, UCE and other partners on the utilization of the TGCU regional hubs for aggregation, market information supply and other crop related basic advice	
	Build enterprise trader farmer linkages that are based on production and improved post-harvest handling of newly released varieties that meet market requirements such as color, size and volume Guide partners set up women assisted demonstration sites to expose women farmers to quality inputs and usage	Facilitate partners to sensitize farmers on availability and use of production support services Collaborate with partners to enhance the use of existing improved technologies such as Jab planters, spraying services and scale up other FTF USAID supported initiatives	Collaborate with NARO and seed companies on production of foundation bean seed for at least 2 newly released varieties In collaboration with the Ag-Inputs Activity, input suppliers scale out proven models/ or develop models that will avail affordable inputs through input dealers/VAs to smallholder farmers	Follow up and strengthen market linkages established by LEAD through facilitating business to business meetings Promote use of market information services and encourage traders subscribe to market information service providers Facilitate the development of VA training manuals about basic financial management, business planning on farm and off farm record keeping practices	
	Guide partners to set up demonstration plots of new and existing bean technologies amongst VA and farmers to increase awareness and adoption	Conduct gross margin analysis for proven technologies to promote informed decisions	In collaboration with Ag-inputs Activity, link seed companies to traders / bean seed producers	Cost share with grain trading companies/buyers to build the capacity of VAs in harvest and post-harvest handling techniques Facilitate, pre-test and promote adoption of extension materials on farm management practices among VAs	
	Sell the benefits of learning sites in collaboration with Harvest-Plus, Community Connector Initiate pre-production planning meetings moderated by the VAs to establish required bean seed, acreage	In collaboration with Ag Inputs Activity, establish and expose available labor saving technologies and link manufacturers / fabricators / suppliers to traders and input dealers	Collaborate with traders, processors/exports to identify the current bean market requirements	Facilitate traders to build capacity of their VAs in knowledge and skills transfer methods Trader Identification and promoting Approach / Innovations	

Coffee Vision: Increased Buying and Selling of Good Quality Coffee

SYSTEMIC CHANGE	Increased Incomes				Impact
Non-targeted small holders increase incomes					Smallholder/ seed producer Change
	Farmers using the information to price their produce, improve their practices etc		Farmers paying for traders' imbedded services		
	Farmers paying for market information from VAs with smart phones	Farmers adopt and repeatedly use labor saving technologies	Farmers adopting better coffee practices	Adoption of improved on-farm management practices & PHH	
Copying by non-targeted small holders		Traders guaranteeing VAs to access funds to purchase labor saving technologies	Traders paying premium prices for quality coffee	Repeated engagements / transactions between the VAs and traders	Enterprise Change
		Traders invest resources to promote labour saving technologies among VAs	Traders offering production support services through their VAs	Investing in VAs to transfer knowledge and skills	
	Traders investing in smart phones with ICT platforms to access market information	Newly established relationships between traders and labour saving technology suppliers	Traders establishing learning sites to train farmers on production in collaboration with input suppliers	Selecting trustworthy & reliable VAs and building their capacities	
	A4:	A3:	A2:	A1:	
	Promote the use of ICT platform to enhance information sharing	Market coffee labor saving technologies/ innovations	Promote strategic interventions and demonstrate their benefits in collaboration with strategic partners such as Ag. Inputs, UCDA, NAADs	Identify partners and promote approach /innovations	
	Collaborate with traders and financial institutions to link farmer groups/ cooperatives to access financial services i.e. input credit Support platforms for information sharing (Coffee Breakfast, National Steering Committee, Uganda Coffee Federation, Uganda Quality Traders and Processors UQC TPA).	Conduct an inventory of available coffee labor saving technologies and innovations Collaborate with key stakeholders to establish an inventory of existing production support services in the USAID/FTF districts	In collaboration with input suppliers Guide boundary partners to establish learning sites Support traders to collaborate with key stakeholders (ag-inputs, stockists) through their to organise field days	Facilitate traders to build the capacity of their VAs to train SHFs in GAPs Build the capacity of the trader in basic financial management, business planning, and record keeping.	
	In conjunction with USAID EEA and key stakeholder guide incorporation into National Coffee Strategy guidelines for minimum standards for rural collection centres & hulling factories	Coordinate participation of existing production support services and Local government field staff into productivity enhancement activities organized by and for boundary partners (traders)	Collaborate with Ag Inputs Activity and NAADs to build the capacity of traders, VAs and nursery operators in proper input usage and safe handling of inputs/IPM	In collaboration with the trader build the capacity of VAs to train farmers in basic financial management and record keeping	
		In collaboration with Ag Input activity, fabricators and input dealers, facilitate the showcasing of various labour saving technologies to traders, VAs and farmers.	Collaborate with traders and financial institutions to link farmer groups/ cooperatives to access financial services i.e. input credit	Inventory of coffee traders established	Activities
		Build capacity of local fabricators/manufacturers to upgrade existing inefficient technologies Facilitate linkages between financial institutions & traders to access financing for post-harvest handling equipment	Link traders to financial institutions for micro-finance opportunities Facilitate BDS providers aimed at increasing input supply and production credit	CWS managers and technicians trained in proper cherry coffee processing Facilitate traders to build the capacity of their VAs to train (Improved techniques of harvesting; drying and storage)	
			In collaboration with COMPETE, support UCF in organising TOH	Support capacity building of existing local coffee hullers and dryers to upgrade technologies	
		Provide support to build capacity of Café Africa in organizing district coffee shows Coordinate exporters participation in regular field visits and activities with boundary partners	Establish an inventory of coffee market support service providers		

ANNEX III

Activity Stories



Story_SS_MAAIF_Scaling_out_Trader-VA-Farmer_Model_forQR.pdf



Story_CS_UDBandWeatherInsurance_for QR.pdf +



Story 6_FP_ImprovingMaizeQtyNsemex_For QR.pdf



Story 7_SS_MAAIFVisitinEasternandCentralUganda_forQR.pdf



Story 10_SS_MeasuringEarlyProgressthroughOutcomeMapping_forQR.pdf



Story SS_JosephInitiativeEquipmentCostshare_for QR.pdf



Story_CS_PrivateSectorRole_forQR.pdf